

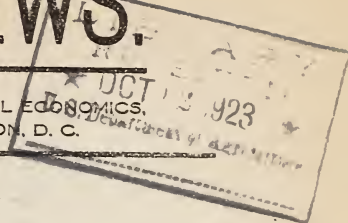
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# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



October 9, 1923.

Vol. 9, No. 14.

## 1. MR. YOHE SELECTED TO MAKE IMPORTANT STUDY.

Announcement was made from the White House last week that H. S. Yohe, in charge of the Warehouse Division, had been designated the third member of the party to visit the Dakotas and Montana to study the wheat situation. Eugene Meyer Jr., Managing Director of the War Finance Corporation, and Frank W. Mondell, were the other members of the party which left Washington Sunday for Chicago and points West.

## 2. MR. TEELE TO DIRECT ECONOMIC SURVEY OF IRRIGATION PROJECT.

An agricultural and economic survey of the proposed Baker irrigation project, Baker County, Ore., is to be made by this department at the request of the Secretary of the Interior. R. P. Teele, as chairman of a departmental committee, will have general charge of the investigation and the preparation of the report to the Secretary. In addition to an economic survey by the Division of Land Economics, the investigation will include a soil survey by the Bureau of Soils and an agricultural engineering survey by the Bureau of Public Roads. Mr. Teele will leave Washington the latter part of this week, and will make his headquarters at Baker, Ore., during the progress of the work.

## 3. COTTON DIVISION SHOWS LARGE MONEY RETURNS FOR MONTH.

Cotton unsuitable for the official standards and loose tufts gathered from the standardization room were baled and the 216 bales of cotton thus obtained have just been sold by the Cotton Division for \$22,102.81. Cotton purchased in the field for use in making up the standards occasionally fails to meet requirements when examined in the specially lighted rooms of the division, and therefore has to be rejected. This rejected cotton, together with the loose pieces discarded in the process of fitting the samples into the boxes is baled and when several hundred bales have accumulated, bids are requested and the lot sold to the highest bidder. Money obtained in this way is used for purchasing other cotton for preparing standards.

During the month of September, 995 boxes of standards and 110 types for length of staple were prepared. Total receipts for these standards amounted to \$5,085.00.

## 4. EDUCATIONAL COURSES FOR 1923-24 ANNOUNCED.

Preliminary announcement of the educational work offered by the Department of Agriculture for 1923-24 has just been issued. Lectures will start next week, and each course will consist of two lectures per week, at

4:30 p.m. unless otherwise arranged. Tuition will be \$25.00 per year per course or \$15.00 per term - shorter courses in proportion.

The announcement states that of the courses outlined and others suggested by the preliminary registration, it will probably be possible to offer ten or twelve of those indicated as most desired.

General courses may be had in the following subjects: Accounting principles; Elements of statistical methods; Library science; Cataloging and reference; and Glass blowing technique. Advanced courses include: Credit, currency and prices; Principles of animal breeding; Principles of animal pathology; Rural sanitation; Advanced economic entomology; Plant physiology; Plant cytology; Plant geography; Botany in relation to plant culture; Bacteriology; Theory of analytical chemistry; Advanced physical chemistry; Advanced statistical methods; and Physics of the air.

Tentative applications for instruction, which should be filed at once, and copies of the preliminary announcement may be had from F. J. Hughes.

#### 5. WOOL REPORTS PROVE POPULAR.

"Your quotation of prices is the most complete on the market. The bureau certainly has made a good beginning." was the comment of one Boston broker on the market news reports on wool now being issued weekly from the Boston office. A member of a large firm of dealers and top manufacturers said: "This report is just what we need. It is very complete and accurate."

One of the Boston papers contains a news note, which reads in part: "The trade is quite impressed with the clearly defined manner in which the information contained in the first two reports has been set forth, and Department Agent W. E. Doble is to be commended for his thoroughness in preparing the price lists, export and import tables, as well as the various other features that are to be noted in these reports."

#### 6. IF YOUR WORK IS INTERESTING, TELL THE WORLD ABOUT IT.

Typical special articles prepared by bureau workers and appearing in various magazines make up the exhibit shown in the display case on the seventh floor of the Bieber Building. Attention is called to the fact that "Perhaps an article about YOUR work could be made both interesting and instructive." It is stated that requests for special articles should be complied with, whenever possible, for such articles will assist in distributing helpful information about the work of the bureau among any groups of people particularly interested. The Division of Information will assist any one at any time in outlining special articles. Such articles are in accord with department policy, it is pointed out, but their preparation should not interfere with regular duties.

Among the authors whose articles are displayed are: O. E. Baker, J. E. Barr, Chris L. Christensen, Frank F. George, Mary G. Lacy, Don D. Leschmier, S. W. Menzies, Caroline B. Sherman, C. L. Stewart, H. C. Taylor, V. N. Valgren, Catherine M. Viehmann and H. S. Yohe.



7. AT THE BUREAU CCUNCIL.

W. A. Schoenfeld, who presided at the council meeting yesterday morning, announced that the council would continue to hear of the outstanding pieces of work of divisions. Division leaders who had not had an opportunity to report at the meeting week before last were allowed the three-minute period yesterday morning.

The establishment of hay grades and a uniform inspection service for hay were the most important accomplishments of the Hay, Feed and Seed Division during the past year, W. A. Wheeler stated. The application of the grades in the large hay markets of the country has demonstrated that some modification of the grades may be desirable. Intensive work on the timothy and clover hay will be undertaken with a view to determining what, if any, changes should be made in the federal grades. Work looking toward the establishment of grades for alfalfa hay will be started this winter, so that next summer the necessary field work can be done.

In the standardization activities of the Live Stock, Meat and Wool Division, the promulgation of wool grades was the most prominent feature, C. V. Whalin said. He also stated that considerable progress had been made in the standardization of meat grades and that a bulletin defining the grades from an educational standpoint, not as a specification proposition, had been sent to the printing office. The United States Shipping Board, the Pennsylvania Railroad and others are using our meat grades with apparent satisfaction. Live stock grades need to be more clearly defined to avoid certain misunderstandings which have developed in sections not covered by our market reporting service. Educational work in this direction will be one of the tasks of the immediate future.

With reference to the market news service of the division, Mr. Whalin pointed out that the special service rendered the range states was being well received.

Standardization of graphic methods and statistical practices in the preparation of statistics for bulletins and yearbooks, Dr. Stine believes to be among the salient features of the work of his division. In reporting on progress made in price analysis, Dr. Stine said: "I think a oasis has been established for forecasting prices with perhaps not a very high degree of accuracy yet, but the future seems hopeful for being able to determine fairly definitely what the price outlook for a year is." Progress has also been made in revising index numbers and in developing the world crop reporting service. An agricultural survey of the Danube Basin has been made, and in the year to come a survey of agricultural conditions and markets of France, Germany, Poland, Denmark and Russia, will be undertaken. A balance sheet on agriculture in the United States, giving the total net returns to farmers of all agricultural products they sell, computing at the same time the value of agricultural products exported, and showing, if possible, the expenditures of the agricultural producers for all the things they have to buy, is another piece of work Dr. Stine hopes to complete within the year.

Gathering cost-of-production records on some 23,000 individual farm enterprises, covering practically every farm product we produce, was one of the big pieces of work of the Cost of Production Division, according to R. H. Wilcox. Other important phases of the work of his division include a study of the economics of range production in Colorado and Texas and the

compilation of a cost index of farm crops. The latter project is conducted in cooperation with the Division of Crop and Live Stock Estimates. During the next year, Mr. Wilcox stated that his division will concentrate on two projects. One of them, in cooperation with other divisions, will be a study of the margins of cost and of profit from producer to consumer of New Jersey peaches. The other will be a study of the economics of cotton production.

J. Clyde Marquis stated that the outstanding accomplishments of the Division of Information are, first, the creating of a feeling on the part of the public in general that this bureau is a source of reliable information, and second, studying how we can best disseminate that information to bring about the results we desire to accomplish.

Dr. Gray announced the courses to be given by the Department Graduate School, a summary of which is given in a separate item.

Reclassification and the work of the Personnel Division was discussed by F. J. Hughes, who asked that the divisions take up their personnel problems with him first so that contacts with the Civil Service Commission, the Office of Inspection and other units may be made through the Personnel Division. The Personnel Section is also a section for the employee as well as for the official and employees are at liberty to go to the Personnel Officer for assistance in ironing out their difficulties.

Mr. Marquis spoke about the preparation of manuscripts for bulletins, and made this pointed suggestion - that authors avail themselves of the services of the editor at the very earliest stages of preparation, rather than to wait until the bulletin has been written and then ask the editor to put the finishing touches on it and hurry it along. Another suggestion was that graphs to accompany manuscript could be done in pencil and be in a form to be criticized and changed, if desirable.

### 3. READ THIS BUT DON'T WEEP - BOWL.

To demonstrate that women can bowl as well as men, it has been suggested that the ladies of the bureau form a bowling league for fun, recreation and exercise. E. E. Barber has consented to act as coach, and if enough girls (about 48) are interested, teams will be organized. Mr. Barber assures us it is not necessary to be experts. If you never have bowled, your motto should be "Do it now." So, if you are interested in bowling, meeting your co-workers and having an occasional evening of fun and recreation, let Mr. Barber know. He is located in room H-140, Building F.

The men have started their season with a wallop. Last Wednesday both of our teams won three games. Team No. 1 is known as Agricultural Economics and this is the quintet which took three games from Forestry. Team No. 2, designated as Farm Management, won three games from what is known as an interbureau team.

Among the bowlers on team 1 are: G. C. Edler, E. E. Barber, H. F. Fitts, J. H. Cox, H. B. Dixon, Rae Conklin, H. J. Besley and John L. Wilson. Farm Management team is composed of: H. A. Miller, M. R. Cooper, R. D. Jennings, E. C. Scott, David F. Jamieson, and H. B. McClure. Two former farm management men, who are now connected with Public Roads, may bowl on team 2. They are W. H. Humphries and R. L. Nairn.



#### 9. MECHANICAL SHOPS PERFORM VARIED SERVICES.

Cabinet making, carpentry, patternmaking, plumbing, steamfitting, gasfitting, pipe work, blacksmithing, welding (gas), sheet metal work, including the working of copper, aluminum and various other sheet metals, and machine work of all kinds, are among the services performed by the mechanical shops of the department. The shops are also prepared to do automobile and gas engine repairing, painting, hardwood finishing, lettering, sign painting, and typewriter repairing. Articles made out of canvas, leather and other fabrics of similar character will be made or repaired and automobile tops will be covered. All kinds of electrical work involving buzzers, fire alarms, motors, generators, switch boards, cable splicing and special lighting problems will be handled.

A list of supplies carried in stock by the mechanical shops has been mimeographed and is available upon request. The classification in the list conforms to the General Schedule of Supplies and is indicative of the general classes available for requisition by the bureaus.

Administrative officers are invited to make a trip through the shops and observe the operations under way.

#### 10. TO THE FIELD.

Office of the Secretary Memorandum No. 451, regarding the designation of Director of Extension Work.

#### 11. MANUSCRIPTS SUBMITTED IN SEPTEMBER.

The following manuscripts were submitted to the Assistant Secretary during September:

Michael, L. G.: Agricultural Survey of Europe:  
Upper Danube Basin. For Department Bulletin.

Service and Regulatory Announcements No. 30. Regulations ----  
under the U. S. cotton standards Act.

Sheep, Lamb and Mutton and Wool Statistics.  
Statistical Bul. No. 3.

The following articles have been approved for publication in outside periodicals:

Ezekiel, M.: On the Use of Partial Correlation Analysis of Farm  
Management Data. For Journal of Farm Economics.

Sherman, Caroline B.: About Apples. For Forecast Magazine.

Sherman, Caroline B.: Federal Warehouse Receipts. For Journal  
American Bankers Association.

Smith, W. D.: How Definite Grades Will Benefit the Rough Rice Industry. For Rice.

Taylor, Henry C.: Government Cotton Reports. For Commerce and Finance.

12. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending October 5 are:

Brown, H. G.

Economic science and the common welfare... Columbia, Mo., Missouri Book Company, 1923.

Egypt. Dept. of Agriculture. Technical and Scientific Service.

Cotons commerciaux égyptiens. Le Caire, Imp. nationale, 1918.

Falck, F.

... Guide économique de l'Algérie. Paris, A. Michel, 1922.

Longuet, D. J.

Une organisation scientifique et industrielle de l'agriculture. Le domaine et la sucrerie de Roye en Santerre... Paris, D. A. Longuet, 1922? (These - L'Institut agricole de Beauvais)

Feat's farmer's diary and account book. Jan. 1, to Dec. 31. A complete and easy method of keeping farm accounts... London, Simpkin, Marshall, Hamilton, Kent & Company, 1922.

Rand McNally Bankers Directory, July, 1923.

Turner, R. M.

How we help farm marketing. Pullman, Wash., 1923. (Extension Service, State College of Washington. Bulletin No.102, June 1923)

U. S. Bureau of Foreign and Domestic Commerce.

Directory of exporters of American lumber and wood products. Wash., Govt. Printing Off., 1923. (U. S. Bureau of Foreign and Domestic Commerce. Miscellaneous series No. 120)

U. S. Bureau of Foreign and Domestic Commerce.

Trade information bulletin, No. 142. Protesting drafts in China. No. 145, Shipment of samples and advertising matter to Europe. No.146, Belgian fianance and industry. Wash., 1923.

Willis, H. P.

The Federal reserve system, legislation, organization and operation. With an introduction by Hon. Carter Glass... New York, The Ronald Press Company, 1923.



BUREAU BRIEVITIES

13. HINTS ON HOW, WHEN AND WHERE TO MARKET TURKEYS are contained in a mimeographed circular prepared by Rob R. Slocum, Assistant in Poultry Marketing. The circular is one of a series prepared for distribution principally through the agricultural extension service of the States to county agents and others who are in a position to pass the information on to growers. Two copies have been sent to the directors of extension of each State with the suggestion that the pamphlet be re-mimeographed and distributed in the State.

Titles of the two circulars which preceded the issuance of the turkey marketing pamphlet are: "Build a Reputation for Quality Eggs" and "Tentative U. S. Classes, Standards and Grades of Eggs."

14. THE LARGEST COTTON WAREHOUSE to operate under the United States warehouse act will be the public plant at the Port of New Orleans, if the application just received from the Board of Commissioners of New Orleans is approved. R. L. Newton, in charge of the Dallas, Tex., office of the Warehouse Division, has inspected the warehouse and reports that it has a capacity of 133,300 bales, is of reinforced concrete construction, is fire-proof and is considered one of the best storage plants in the country.

15. JOSEPH GRUNDY, of Philadelphia and Bristol, Pa., and one of the foremost wool manufacturers of the United States, called on G. T. Willingmyre last week to learn more about the official wool standards. Mr. Grundy is a party to a law suit involving the classification of a large lot of wool. He is a staunch advocate of universal standards, the application of which, he believes, will do much toward ironing out misunderstandings like the one in which he is now involved.

16. THE ARKANSAS RICE GROWERS ASSOCIATION, with headquarters at Stuttgart, Ark., is filing applications for 5 rice warehouse licenses under the warehouse Act. The aggregate capacity of the warehouses is more than 1,000,000 bushels. W. H. Halliday is in Stuttgart making the inspections.

17. THE SOUTHEASTERN PEANUT ASSOCIATION has adopted the tentative grades for Farmers' Stock White Spanish Peanuts, according to advices received from W. M. Hutchinson, secretary of the association. The vote on the adoption of these grades was a telegraphic one and was practically unanimous.

18. RULES AND REGULATIONS FOR INSPECTION of fruits, vegetables and other products as promulgated by the Secretary under the authority contained in the last appropriation act have been issued as Service and Regulatory Announcement No. 73 of this bureau.

19. INTERNATIONAL TRADE IN DAIRY PRODUCTS, the paper prepared by Dr. Taylor and read before the World's Dairy Congress, October 3, has been mimeographed and is now available for distribution.

20. KANSAS CITY representatives of the bureau are requested to attend, as far as their time permits, the sessions of the International Farm Congress

to be held at the Mushlebach Hotel, Kansas City, October 10-12. Other bureau men who may be in Kansas City at that time should attend these sessions, if possible. The Secretary has called attention to the meetings of this congress.

21. COOPERATION IN THE UNITED STATES DURING THE PRESENT DECADE is discussed in a preliminary mimeographed statement prepared by the Division of Agricultural Cooperation. Copies may be obtained from that division.

22. APPLICATIONS FOR THE LICENSING, under the warehouse Act, of cotton warehouses at nine points in Georgia have just been received from the Shippers Compress Company.

23. SAN ANTONIO, TEX. office of the fruit and vegetable inspection service will be opened about November 1.

#### PERSONALS

Dr. Taylor will be in Montana for the next few days, according to telegraphic advice received from George A. Scott, Agricultural Statistician for the State of Montana.

Lloyd S. Tenny, Assistant Chief, returned to the office this morning after three days vacation during which time he visited his farm in New York State.

W. A. Schoenfeld, Assistant Chief, was in Boston several days last week, conferring with bureau representatives stationed there, and checking up on the progress being made in the Boston milk marketing survey.

C. R. Chambers, Associate Agricultural Economist, Division of Land Economics, has accepted a position with the National Transportation Institute, his resignation to take effect about December 1. Mr. Chambers has just returned from a two-weeks' trip to Detroit, Lansing, Chicago, Madison, and St. Paul, at which points work on city land values was started for the institute.

Dr. O. E. Baker, Division of Land Economics, has returned to the office after several days' absence on account of an inflammation of the eye.

F. B. Wilkinson, in charge of tobacco standardization, is in Hopkinsville, Ky., working out tentative grades for Burley and Dark-fired types of tobacco. At the end of the week, he will go to Madison, Wis., to confer with representatives of the Wisconsin Department of Markets and trade organizations relative to tentative grades for Wisconsin cigar-leaf types.

J. C. Gilbert, Division of Information, will be in New York City Wednesday and Thursday to arrange for the broadcasting of local market reports by one or more of the powerful radio stations located in New York City.



J. W. Tapp, Division of Farm Management, has gone to Manhattan, Kans., where he will probably be for two months, working with Prof. Grimes of the Department of Agricultural Economics of the Kansas State Agricultural College, in analyzing and preparing for publication farm organization data collected during the past three years in connection with a farm accounting route in McPherson County, Kans. Mr. Tapp recently completed the analysis of some similar data from an area in southwestern Minnesota.

R. S. Kifer, who was temporarily employed during the summer by the Division of Land Economics on field work in connection with the study of land utilization and farm organization in the Great Plains area, has been given a permanent appointment as Junior Economist in the Division of Farm Management. Mr. Kifer graduated from the Kansas State Agricultural College in June, 1923. His major work was in agricultural economics.

H. W. Hawthorne is at Purdue University, LaFayette, Ind., working with Lynn Robertson, Farm Management Demonstrator, in preparing for use by the extension force of that state the results of an eight-year farm management investigation which was recently completed in Clinton Co., Ind. The investigation has brought out the principles of farm organization and farm management which should be followed in Central Indiana. Mr. Hawthorne and Mr. Robertson are putting these results in shape so they can be used by farmers in that area, and in other areas similarly situated.

Mrs. E. D. Strait, of Springfield, Mass., visited the bureau last Saturday. Mrs. Strait, before her marriage last January was for several years in charge of the clerical force in the division of farm management.

Dr. A. B. Cox, Division of Cotton Marketing, left Washington yesterday for a trip through the cotton belt to study the marketing of cotton.

G. S. Meloy, Division of Cotton Marketing, will leave Washington October 14 for Atlanta, Ga., Columbia, S. C., and other points in the States named to study the character of cotton being marketed in those States.

E. Stein, Warehouse Division, returned to the office last Wednesday after an absence of about four months spent in the States of North and South Carolina and Virginia. Mr. Stein was engaged in inspecting cotton and tobacco warehouses which had become licensed or had applied for license under the warehouse Act. He also interviewed bankers, representatives of the tobacco trade and others interested in the operation of the Act.

L. B. Burk, Investigator in Marketing Live Stock and Meats, left Washington October 3 for Syracuse, N. Y., and points in Ohio, Indiana, and Illinois to interview officials of dairy-cattle breed associations relative to perfecting the purebred price reports. Mr. Burk will also confer with officials of cooperative livestock marketing associations relative to methods and practices of marketing livestock.

D. W. Willingmyre is visiting the Boston and Philadelphia wool markets conferring with members of the trade and manufacturers on matters per-

taining to the standardization of wool grades. He is also selecting specimens of wool for use in the preparation of the standard sets.

Paul M. Williams, Warehouse Division, returned to his desk yesterday morning. Mr. Williams has been in Georgia and Alabama with John T. Coffee, of the Atlanta office, inspecting warehouses which have applied for license to store peanuts under the warehouse Act. He also conferred with officials of the Georgia Peanut Growers Association regarding the tentative grades for Spanish peanuts. While in Georgia, Mr. Williams prepared an article on the grading of peanuts which was published in The Georgia Peanut Grower, Albany, Ga.

Miss G. L. Leonard, secretary to the Chief, leaves tomorrow for her three-weeks' vacation to be spent at her former home in New York City.

Miss Elizabeth Styles, of the Division of Statistical and Historical Research, left New York October 4 on The President Polk for a two-months' vacation in England, France and Italy. In Paris, she will be joined by her brother who is Vice-Consul at Bordeaux. In addition to her annual leave, Miss Styles has been granted a month's leave without pay.

George W. Collier, of the Cost of Production Division, formerly in charge of the field work in the cost study of cattle feeding in the corn belt States, has been transferred to the Washington office.

M. R. Cooper, Cost of Production Division, has resumed his duties after a vacation of several weeks spent in Ohio.

G. S. Klemmedson, Division of Cost of Production, is attending the Texas Agricultural and Mechanical College for the fall term, specializing in agricultural economics and ranch management.

"Assessment of Farm Real Estate" was the title of the address delivered by G. C. Haas, before the National Tax Association at White Sulphur Springs, W. Va., September 25.

A wedding gift of flat silver, consisting of a half dozen knives, forks and spoons and a sugar spoon, of the George Washington pattern, was presented to Mr. and Mrs. H. L. McQuinn last Saturday, by the Divisions of Property and Supplies and Mails and Files. Mrs. McQuinn is a member of the former division, and Mr. McQuinn is connected with the latter.

Miss Harriet E. Smith, Warehouse Division, is spending a two-weeks' vacation at Atlantic City.

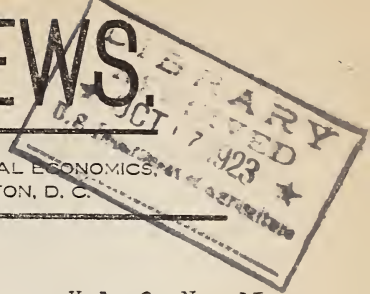
M. V. Carroll, Research Agent in Marketing, who has been assisting in the Altoona survey, resigned effective October 4.

Word has been received of the birth of a son to Mr. and Mrs. R. L. Nixon, on October 8.



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ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
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October 16, 1923.

Vol. 9, No. 15.

## 1. CROP STATISTICIANS TO MEET AT INDIANAPOLIS.

The statistical conference on crop and livestock estimating called by this bureau to be held at Indianapolis, October 22, 23 and 24, will be attended by officials of the Division of Crop and Livestock Estimates, officials of other divisions interested in crop and livestock estimating work, and agricultural statisticians of the northern and eastern States. The meeting will be held in the Senate Chamber of the State Capitol and an address of welcome will be made by the Governor. Among those not connected with the department who will attend the meeting are Nat C. Murray, former Chief Statistician, and now statistician for Clements, Curtis & Company, Chicago; B. W. Snow, statistician for Bartlett, Frazier & Company; and Prof. G. I. Christie of Purdue University. Between 35 and 40 men will be in attendance at the conference. The following representatives from the Washington office will participate: W. A. Schoenfeld, W. F. Callander, Joseph A. Becker, S. A. Jones, L. M. Harrison, Charles E. Gage, H. R. Tolley, B. B. Smith, O. E. Baker, and L. H. Bean.

The program will include a general statement about future prospects and discussions of statistical methods used, methods of estimating acreage and the number of cattle and sheep on feed, checks for livestock production reports, and other subjects dealing with our estimating and forecasting activities. Mimeographed copies of the program may be obtained from the Division of Crop Estimates.

## 2. DESIRABILITY OF MODIFYING HAY GRADES TO BE DETERMINED.

United States official standards for hay, as recommended by the Secretary last November, are now being studied, and in the light of knowledge gained through nearly a year's use by the trade, the bureau will determine whether any modifications of the grades are desirable, and if so, what changes should be made. Any modifications which may be made will be in conformity with the best commercial practice, and it is pointed out by W. A. Wheeler that the grades should encourage production of better hay, as well as facilitate the merchandising of hay.

For the purpose of studying these grades, Maurice C. Niezer, of Fort Wayne, Ind., has been given a temporary appointment as Consulting Specialist in Hay Standardization. Mr. Niezer has been a member of the National Hay Association since it was organized about 30 years ago. He was president of the association during 1908-9 and has been chairman of the grades committee of the association for the last 12 years. In view of his connections and experience, it is believed that Mr. Niezer is the best qualified man to bring to the bureau the attitude of the trade and the results of the work of the National Hay Association.

### 3. AT THE BUREAU COUNCIL.

In discussing the research activities of the bureau, William A. Schoenfeld, Assistant Chief, stated that our economic work divided itself into field and laboratory research, much of which was of a statistical nature. He cited as examples of economic research certain commodity marketing studies which have been completed and results of which are being prepared for publication. Among these he mentioned the milk marketing studies in the upper eastern States, fruit and vegetable marketing studies, and cotton marketing studies. He also emphasized the grade and standardization investigational work which he considered of major interest to the commodity divisions of the bureau.

Mr. Schoenfeld pointed out that with the exception of the Bureau of the Census of the Department of Commerce, and the Weather Bureau of this department, ours was the largest statistics-producing bureau in the Federal Government.

In answer to the criticism that has been made of the work of the bureau to the effect that it published figures harmful to the producers but beneficial to the trade, Mr. Schoenfeld feels that the critics are no doubt uninformed regarding the statistics or have misinterpreted them. He is of the opinion that forecasts of demand for agricultural products will be helpful to farmers. The bureau is putting considerable effort into research on methods of forecasting demand and several successful studies have been undertaken in this field.

Mr. Schoenfeld summed up his remarks by stating that his major activity during the past year has been the coordination of the marketing, farm management and crop estimating work.

For the coming year he expects to stress, in addition to the economic commodity marketing studies and the coordinating work with the several branches of the bureau, the research work in connection with the standardization and establishment of grades for farm products. Pending the time when some one has been definitely designated to undertake the extension activities of the bureau, Mr. Schoenfeld will devote a portion of his time to this field.

Mr. Tenny, who presided at the council, spoke of the necessity for uniformity in titles throughout the bureau. Some of our men sign letters over the title "In charge," but do not indicate what line of work they are in charge of, hence when the letter is written upon bureau letterhead, the addressee may assume that the official is in charge of the bureau. Mr. Tenny appointed Messrs. Marquis, Kitchen and Valgren to make a study of the titles in use in the bureau and report to the council.

R. C. Potts was very enthusiastic over the World's Dairy Congress and the exposition in connection with the congress held at Syracuse. He stated that 43 countries were represented, and over 250 papers contributed to a program which was most satisfying.

W. A. Sherman, who arrived from Florida at 3:40 a.m., reported that he had held numerous conferences with various officers of the Florida Citrus Exchange and independent shippers of citrus fruits and celery. He stated that it seems likely that the greater part of the Florida celery crop, probably about 4,000 cars, may be shipped this winter under government grades and inspection. An initial order to inspect about 7,000 cars of oranges



and grapefruit had just been received from an independent dealer. In referring to official grades for oranges and grapefruit on which his division has been working recently, Mr. Sherman said that the grades would be ready for recommendation not later than November 1. Robert Bier, who accompanied Mr. Sherman, is spending another week in Florida.

#### 4. LEASED WIRE SERVICE TO BE EXTENDED.

The Southern leased wire circuit will be extended from Atlanta to Jacksonville, effective November 1. The drop will be located in the office of the Florida State Bureau of Markets which will arrange for the distribution of market reports throughout the State.

The Mid-west circuit which heretofore had been almost wholly devoted to the handling of livestock traffic has been extended from Chicago to Washington in order to provide better service to the west coast and to eliminate some of the congestion on the central circuit between Washington and Chicago. The livestock and dairy traffic is moving over this new extension and the fruit and vegetable and other bureau traffic is being handled on what is known as the central circuit. The Minneapolis-St. Paul extension from Chicago has been transferred to the new circuit.

#### 5. DR. GALPIN POINTS WAY TO BETTER COUNTRY LIFE.

To enable farmers to enjoy modern schools, libraries, hospitals, and recreation centers seems less a question of per capita wealth and income than it is a problem of grouping rural communities so that the cost is distributed among the largest possible number of people, Dr. C. J. Galpin pointed out at the Farm Home Conference at Purdue University, October 11. He cautioned his hearers, however, that groupings of taxing areas for such purposes should not be too large.

"The consolidated school movement points the way for other institutions in rural districts," Dr. Galpin said. "To enable farmers to afford modern grade schools it was necessary to make the school districts larger. A similar method for the support of libraries, recreation centers, hospitals and high schools can probably be worked out."

#### 6. SPACE ARRANGEMENT OF EXECUTIVE OFFICE OUTLINED.

Seven hundred is to be the number of the executive office of the bureau which has been enlarged by removing certain partitions as reported in a recent issue of The B. A. E. News. The door which has just been erected at the east end of the north corridor is the entrance to room 700 and is also the gateway to the private offices of the Chief and his associates. These private offices are to be lettered as follows: A, Mr. Schoenfeld; B, Chief; C, Mr. Tenny; D, (formerly numbered 724) Mr. Hughes; and E, (formerly numbered 726) Mr. Kitchen. Room 700 is to be occupied by Mr. Fitts, Miss Leonard, Mr. Hart, Mrs. Swain, Miss Ellerbrock, and Elmer Strang.

ARE YOU RECEIVING THE B. A. E. NEWS REGULARLY?

IF SO, DOES IT TELL YOU WHAT YOU WANT TO KNOW? IF NOT, TELL THE EDITOR.

#### 7. MR. KITCHEN TO HANDLE ALL SPACE MATTERS.

All matters pertaining to space required by this bureau, whether in privately owned buildings or Government buildings, will be handled by C. W. Kitchen, it has been announced. In a memorandum to division leaders, Mr. Tenny states "Whenever it is necessary to conduct correspondence or make official inquiry regarding the leasing of space or the assignment of space in Federal buildings, such inquiries or correspondence should be referred to Mr. Kitchen before they leave the bureau."

#### 8. DEPARTMENT GOLF TOURNAMENT.

A golf tournament, open to all employees of the department will be held during the remaining weeks of this month.

Preliminary medal score play to be on East Potomac Park course on October 16, 17 and 18. By means of this play, 3 sixteens will be selected to compete in individual match play as drawn by the Committee. The committee is composed of A. G. Rice, Chairman, A. Zappone and Karl F. Kellerman.

Entrance fee to preliminary medal play is fifty cents per player. Money thus obtained will be spent in prizes. Entries should be made in advance of date of preliminary plan with the chairman of the committee.

#### 9. GIRL BOWLERS TO MEET THURSDAY AFTERNOON.

Girls interested in joining the bureau bowling league are asked to meet in room 411, Bieber Building, next Thursday afternoon at 4:30. The meeting will not last long, therefore every one interested is urged to come. If your division is too small or for some other reason cannot organize a team, come to this gathering, where representatives from several divisions can form inter-division teams. Mr. Barber advises that Crop Estimates, Grain, Livestock, Statistical and Historical Research, and Information have indicated that a division team can be recruited.

#### 10. NEW FORM FOR PHOTOGRAPHIC REQUISITIONS.

Requisitions for photographic work should, in the future, be made out in duplicate on form B. A. E.-74. This is a new form designed for ordering prints, lantern slides, photostatic work, and for borrowing cameras. Work in the photographic laboratory will not be done without a requisition, hence H.C. Wilcox suggests that a supply of the new forms be ordered at once from the Section of Property and Supplies. Old requisition forms should be turned in to Mr. Wilcox.

#### 11. NOTARY IN ROOM 700, BIEBER BUILDING.

Mrs. Kathryn L. Swain, Secretary to Mr. Schoenfeld, has been commissioned a notary public. Mrs. Swain is located in room 700, Bieber Building.



12. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending October 12 are:

Algeria. Direction de l'agriculture, du commerce et del la colonisation.

La colonisation en Algérie, 1830-1921. Alger, Impr. administrative Émile Pfister, 1922.

Brazil. Ministerio da agricultura, industria e commercio.

Servico de inspeccao e fomento agricolas.

Estudo sobre a circulacao de productos agricolas no paiz. Mercados. Custo da vida em relação aos artigos de alimentação. Rio de Janeiro, Macedo, 1922.

Cisar, Jaroslav.

The Czechoslovak Republic. A survey of its history and geography, its political and cultural organisation, and its economic resources. By J. Cisar and F. Pokorný. London, T. Fisher Unwin Ltd., 1922.

League of Nations.

Répertoire des organisations internationales. (Associations, bureaux, commissions, etc.) Handbook of international organisations (Associations, bureaux, committees, etc.) Genève, 1921. Text in French and English.

Pan American Union.

Rosario, Argentina's second city... Washington, D. C. Govt. Print. Off., 1922.

Quebec (Province) Legislature. Legislative assembly. Committee on Agriculture, Immigration and Colonization.

Rapport du comité permanent de l'agriculture, de l'immigration et de la colonisation sur l'opportunité de créer un crédit agricole. Quebec?, 1922.

Traffic Service Corporation.

The interstate commerce act and other federal statutes of particular interest to railroad and industrial traffic men. Corrected to April, 1923... Chicago, The Traffic Service Corporation, 1923.

U.S. Census Bureau.

Fourteenth census of the United States taken in the year 1920. Vol.VIII. Manufactures, 1919. General report and analytical tables. Washington, Govt. Print. Off., 1923.

Victoria, Australia. Dept. of Railways.

Good rates book, including rates and conditions for the carriage of goods, live stock, wool, etc. To take effect on and from 1st. February, 1913... Melbourne, J. Mullet, government printer, 1913.

BUREAU BREVITIES

13. THE COUNTRY LIFE MOVEMENT IN THE UNITED STATES is the title of an interesting article by Dr. C. J. Galpin, appearing in the July-September issue of the International Review of Agricultural Economics. In commenting upon this article Mr. Dragoni, General Secretary, of the International Institute of Agriculture at Rome, states: "We have no doubt that the article will be read with great interest not only in new countries where rural conditions are not unlike those of the United States, but in the older countries where, for different reasons, rural life stands much in need of betterment."
14. COSTS AND METHODS IN CARRYING CATTLE ON THE NATIONAL FOREST RANGES of Colorado in 1922 is the title of a preliminary mimeographed report prepared by G. S. Klemmedson, Assistant Farm Economist. The study on which the report is based was conducted by this bureau in cooperation with the Bureau of Animal Industry and the Colorado Agricultural Experiment Station.
15. REPORTS ON ARTICHOKEs are now included in the semi-weekly market news service of the San Francisco office. The reports, which were issued for the first time on October 9, will be distributed largely through the public press.
16. UNITED STATES GRADES FOR POTATOES have been adopted as the official standards by the State of Michigan.
17. IN THE BOWLING LEAGUE. Agricultural Economics took three games from Property and Supplies, and Farm Management lost three to Soils-Chemistry, last Wednesday evening.

PERSONALS

H. S. Yohe returned this morning from his trip to the Northwest where he went in company with Eugene Meyer Jr., and F. W. Mondell, of the War Finance Corporation, and immediately went into conference with the Acting Chief and others.

A. W. Palmer, who accompanied Mr. Tenny to Europe last July to arrange for the administration of the cotton standards act in cooperation with foreign cotton exchanges and associations, returned to Washington this morning just as The B. A. E. News was going to press.

As reported under the Bureau Council item, W. A. Sherman returned to Washington yesterday morning.

W. R. Meadows is in New York today in connection with the work of his division.

G. A. Collier, of the Hay, Feed and Seed Division, has just returned from Minneapolis, Chicago, and other important grain markets in the Central West, where he studied the grain market situation and made further arrangements for developing the market news service. Plans are being made for the preparation of regular weekly grain market reviews to be broadcast by radio

and distributed to the press and other news agencies. The first report will be made about October 20.

J. E. Barr, of the Hay, Feed and Seed Division, recently returned from a three-weeks trip through the soy bean producing area of the corn belt. Seedsmen, shippers, growers, experiment station representatives, and soy bean oil and meal manufacturers were interviewed for the purpose of obtaining basic information regarding the problems arising in marketing soy beans. According to Mr. Barr this crop has developed rapidly in the corn belt and has reached commercial proportions almost over night.

Dr. E. L. Kirkpatrick, of the Division of Farm Population and Rural Life, is on a field trip in the Middle West in connection with a study of the farmers' standard of living. Dr. Kirkpatrick will return to the office November 3.

J. A. Burgess, of the Livestock, Meats and Wool Division in Washington, who has been relieving the field men in the livestock and meat offices at New York and Philadelphia for the past two months returned to Washington October 8. Mr. Burgess is now away on annual leave and will return to duty October 29.

L. B. Burk, Investigator in Marketing Livestock and Meats of the Washington office, will attend a meeting of Agricultural Statisticians in Indianapolis October 22-24.

E. W. Baker of the Chicago Livestock, Meats and Wool office, left Atlanta October 7 for Raleigh, N. C., and Richmond, Va., to confer with state representatives regarding release of livestock market reports. Mr. Baker then went to New York City to assist S. B. Ewing in starting the market reporting service on the Jersey City market.

A. Lynn Austin, Junior Marketing Specialist, was transferred from the Chicago office of the Livestock, Meats and Wool Division to South St. Paul where he will assist in reporting the livestock market and in the compilation of livestock statistics. The St. Paul office is operated under a joint federal-state agreement.

J. P. Brown, in charge of the Raleigh office of the Warehouse Division, accompanied by A. E. Bing, of Raleigh, are in Washington today to interview Mr. Yohe and representatives of the Cotton Division regarding problems concerned with the storage and transportation of cotton.

W. E. Doble spent Friday and Saturday in Washington in conference with Messrs. Marquis and Willingmyre regarding the reports on wool issued from Boston.

C. W. Hauck, Fruit and Vegetable Division, has returned to Washington after an eight-weeks' trip through important tomato-producing districts. Mr. Hauck is working on proposed grades for canning-house tomatoes and is expected to make definite recommendations for these grades in the near future.



P. D. Rupert and F. E. Hooper, inspectors, have been assigned to the apple inspection work in the vicinity of Martinsburg, W. Va. Because of the large increase in the volume of this inspection work, J. J. Gardner, who is in charge of it, had to have additional help.

F. Earl Parsons, in charge of standardization work, Virginia Division of Markets, visited the Bureau last Wednesday and reported that the inspection work in Virginia is progressing satisfactorily.

S. Garrett Swain Jr. returned yesterday to his desk in the Warehouse Division after a month's trip through Kentucky and Tennessee. Mr. Swain made inspections of tobacco warehouses applying for license under the warehouse act, and conducted some investigations of the Dark-fired types of tobacco for which grades are being formulated.

Carl Nagel, Warehouse Division, returned to Washington yesterday from a two-weeks' trip throughout South Carolina where he made original and subsequent inspections of cotton warehouses.

Sincere sympathy is extended to Miss Katharine G. Kostmayer, of the Viseing Section, in the loss of her older brother. Miss Kostmayer left last Saturday night for her home in New Orleans.

Miss Margaret T. Olcott, Library Assistant, returned to her desk last Saturday after a vacation of three weeks.

A surprise party and shower were given in honor of Mr. and Mrs. H. L. McQuinn by the Section of Property and Supplies at the home of Mrs. Bertha Meader, last Tuesday evening. Mr. and Mrs. McQuinn received many useful presents and the party was voted a huge success by all who attended.

Miss V. L. Bell, Hay, Feed and Seed Division, is spending a two-weeks vacation at her home in Hay Market, Va.

C. R. Chambers, Division of Land Economics, is receiving congratulations upon the arrival of a son, Richard Netherton, on October 9.

Gregory Weedon, messenger, reported for duty in the Livestock, Meats and Wool Division, October 3.

John D. Snow, Fruit and Vegetable Division, has returned to the Denver office after a recent trip through producing sections of Colorado. R. H. Lamb, who substituted for Mr. Snow, has gone to Kansas City to relieve R. S. Lombard, while the latter goes on leave.

R. R. Pailthorp recently visited Hood River and Portland, Ore., to obtain information from leading shippers regarding the extent and causes of rejection of apple shipments.

# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

October 23, 1923.

Vol. 9, No. 16.

## 1. MR. VALGREN RESIGNS.

V. N. Valgren, Economist in charge of the Division of Agricultural Finance, has tendered his resignation effective November 30. He leaves the bureau to handle crop insurance and kindred lines for the Automobile Insurance Company of Hartford, a subsidiary of The Aetna Life Insurance Company. His headquarters will be Hartford, Conn.

Mr. Valgren has been with the department since February, 1915, when he joined the staff of the Division of Rural Organization, then a part of the Office of Markets and Rural Organization, which later became the Bureau of Markets. For several years he gave his attention exclusively to problems of agricultural insurance.

About five years ago when the Office of Farm Management was reorganized, the work in insurance was taken over by that office. Mr. Valgren was transferred with this work from the Bureau of Markets to the Office of Farm Management where he was later placed in charge of a division known as Farm Financial Relations. With the more recent reorganization in the department which brought about the consolidation of the Bureau of Markets, the Bureau of Crop Estimates, and the Office of Farm Management, the name of Mr. Valgren's project was changed to Agricultural Finance. The work of this project pertains particularly to credit, insurance and taxation, as affecting the farmer.

While with the department Mr. Valgren has prepared a number of bulletins on the subject of fire, hail and crop insurance for the farmer, as well as on rural credits. A number of his articles have been published in outside publications such as the monthly bulletin of the International Institute of Agriculture at Rome, the American Economic Review and the Journal of Insurance and Financial Statistics. Some of his public addresses may be found in the minutes of the National Association of Mutual Insurance Companies, as well as in those of a number of state associations of farmers' mutuals and in the proceedings of the Casualty Actuarial Society. Mr. Valgren worked closely with those in charge of drafting the Agricultural Credits Act, and one of the outstanding pieces of work of his division is its contribution toward the enactment of this law.

## 2. MR. PALMER RETURNS FROM AEROAD.

Arthur W. Palmer, Cotton Specialist, returned to the office last Monday after his three-months' study on the ground of the cotton situation in England and on the continent. The adoption of American standards for grade is meeting with general satisfaction, Mr. Palmer reports. He states that sentiment for standards for length of staple has not yet crystallized, although the need for such standards is felt by many of the leading European spinners.



Mr. Palmer accompanied Mr. Tenny to England last July, and after Mr. Tenny's return to the States, Mr. Palmer visited London, Paris, Rome, Trieste, Vienna, and Zurich to interview leading cotton merchants, officials of spinners' federations, and others regarding the adoption and use of universal standards for American cotton. He sailed from Southampton on the President Filmore, October 5, docking in New York City, October 15.

In commenting on the foreign cotton situation, Mr. Palmer said: "Renewed efforts are being made by the British trade to encourage the growing of cotton in other parts of the world, in view of the high price of the American product. Cotton from Brazil, Argentina, and Australia is being bought willingly by English spinners, but production in these countries will not be sufficiently large to constitute an important factor in world cotton trade for at least ten years is the opinion of a number of cotton men.

"Failure of the South to produce a large crop this season and the resulting high prices have been very discouraging to the Lancashire mills which had hoped to be able to revive their business in India and the Far East. The purchasing power of the people of these countries has been measurably reduced since 1920 while the high prices of cotton fabrics that have obtained in the past two years have brought about a lowered standard of dress. The effect of this doubly adverse situation has fallen most heavily on the Manchester group of mills. Fine goods mills, spinning for the most part Egyptian cotton, appear to be operating more profitably than mills running on American cotton, whereas on the continent the reverse is true.

"The position of the continental mills as a whole is much better by comparison. Prospects in Germany this year were for much smaller purchases of cotton than last year. On the other hand, considerable improvement is noted in Italy, Austria, and Czechoslovakia. Owing to the uncertainties of exchange and the general resistance to increasing prices, the tendency of all of Europe is to buy on a day-to-day basis."

General business conditions in all of Central Europe outside of Germany are considerably improved, Mr. Palmer reports. He stated: "British banks in this territory have reoccupied their pre-war field and credit is now generally available for business purposes. Business is somewhat hampered, however, because credit is furnished by these banks in pounds, whereas purchases of American cotton have to be paid for in dollars, so that spinners in Austria and Czechoslovakia are subjected to the risks involved in exchange fluctuation, and the extent to which business may avail itself of the credits offered is limited. Business men in Vienna express regret that American banks have not been more ready to establish themselves in that territory."

### 3. TENTATIVE STANDARDS FOR CIGAR-LEAF TOBACCO ADOPTED BY LARGE ASSOCIATION.

Standards for Connecticut Broadleaf tobacco, prepared by the Tobacco Standardization Section of the Warehouse Division, have been adopted as the official standards of the Connecticut Valley Tobacco Growers Association. The October 13th issue of The Tobacco Leaf, the most representative leaf tobacco trade journal, states that the grades as adopted by the Connecticut Pool appear to be very complete and to give the buyer a better knowledge of the character and quality of the tobacco in question than any system hitherto devised.



The system of grading was worked out by F. B. Wilkinson and Otto Olson, and is designed to indicate the group, quality, color and length of tobacco.

Grades for Wisconsin cigar-leaf tobacco have also been worked out according to the same system. They will be used by the Northern Wisconsin Co-operative Pool and several independent packers during the coming winter.

#### 4. AT THE BUREAU COUNCIL.

Uniform procedure in establishing grades for the commodities this bureau is endeavoring to standardize will be followed in future work along standardization lines, as far as practicable. Mr. Tenny, who presided, announced that it is his purpose to have all standardization workers get together and discuss and agree upon standardized grades before they are promulgated or in any way made public.

The hour yesterday morning was devoted to a discussion by R. C. Potts of the tentative United States grades for eggs. Mr. Potts described what an egg is, explained the tentative grades, and, with the assistance of J. M. Borders and Rob Slocum gave a demonstration of the candling of eggs. He pointed out that the commercial quality of edible eggs is determined by condition of the shell; size, location and condition of the air cell; condition of the yolk and white; extent of development of the germ and presence of mold development and foreign material within the shell. Size, color, weight and flavor, while of secondary importance, are also considered.

Mr. Tenny requested that workers in commodity divisions dealing with standardization problems confer among themselves and with Mr. Potts, and that they submit to him within ten days a critical analysis of the tentative grades for eggs. As another step in the direction of getting into complete agreement within the bureau before grades are promulgated, Mr. Tenny said that after these memorandums are received by him a conference will be held in the executive office attended by Mr. Potts and his staff and representatives of other divisions when all of the analyses submitted will be reviewed.

Each commodity division leader who is working on standardization was asked to submit to Mr. Tenny a statement showing just which commodities they have standardized, and whether such standards are mandatory, permissive or tentative. These statements are to be filed by Miss Sherman and they are to be kept up to date by divisions concerned, so that the bureau will have at all times, in one file, complete information of the standardization results up to date.

#### 5. NOTED SCULPTOR COMMENTS ON DR. GALPIN'S WORK.

"The big thing to be done and I feel that Dr. Galpin is reaching for it, is to stimulate the desire that exists in the great west, to add beauty to the home life," Gutzon Borglum, well-known sculptor, states in a letter to A. W. Hopkins, College of Agriculture, at Madison. In referring to conditions as they exist in America today, Mr. Borglum states, "What quaintness there may have been in Colonial days, has disappeared. What freshness and drama that accompanied the adventure of the pioneer in their plains' life, a generation ago, has also gone from your district--yes, almost left the west.

"So, if you want to introduce beauty into the surroundings of modern, machine bound, human beings, you will probably find it will come in some way, through the increased leisure, through increased pleasure, through the development of parks and the translation into the surroundings of their lives of symbols that record their history and their labors."

Mr. Borglum believes that Dr. Galpin is not thinking so much about what art will do for agriculture, as he is thinking about bringing to agriculture an increase of happiness.

Among the more prominent works of art by Mr. Borglum are: the colossal figures of the twelve apostles for Cathedral of St. John the Divine, New York; Sheridan monument, Washington; and head of Abraham Lincoln in rotunda of Capitol.

#### 6. INTEREST IN ECONOMIC PHASES OF EXTENSION WORK INCREASES.

H. M. Dixon, who recently returned from a trip to some of the Western States, reports an increased interest in the economic phases of extension work. He states that Director Maris of Oregon has recently sent to press a bulletin entitled "An Extension Program for Oregon" in which he is placing particular emphasis on the economic side. At the summer conference of extension workers in Colorado a state agricultural policy or code was adopted to govern extension activities for the five-year period beginning January 1, 1924. The Department of Economics and Sociology is now busy getting together economic facts to be used in that connection. The extension service in Montana has recently published bulletin No. 66, entitled "Dry Farming in the North Central Mountain Triangle" by M. L. Wilson. This bulletin deals with factors for successful farming in that region.

Farm management extension leaders in the states visited by Mr. Dixon are bending their energies toward formulating a more definite program to improve the economic conditions of the farmer. Leaders in farm management extension work in the Western States have given considerable study to the program worked out by a committee for use in the corn belt States, and feel that in the main this same program can be adopted and used in the western district.

#### 7. FIELD PAYROLLS.

Early in September a number of telegrams were received in Washington from field representatives inquiring about August salary checks. Careful inquiry indicates that in one or two instances there was sufficient delay to justify an inquiry by the field representative. In most instances, however, the telegraphic inquiry served no purpose, - only caused additional work and loss of time in checking to ascertain if and when the check in question was mailed. Moreover, field representatives should bear in mind that the incurring of telegraphic charges in making such inquiries is contrary to the fiscal regulations of the department. Such delay as did occur in forwarding the August checks was due chiefly to Labor Day and the absence of two employees in the Section of Audits and Accounts.

There is, of necessity, a definite, almost invariable, procedure established for the handling of the many payrolls and pay vouchers received each month. The field payrolls and pay vouchers are audited in this bureau



and forwarded with all possible dispatch to the Disbursing Office of the department for payment. Payrolls receive preference over Form 3 vouchers. Further, it must be kept in mind that checks are not issued in this bureau; all checks are prepared and mailed by the Disbursing Office of the department. Excellent service is received from the Disbursing Office, but it may on some occasions, as is the case with the bureau auditing section, be confronted with unusual difficulties which cause some delay.

In an effort to improve conditions, however, and to avoid delay, field representatives are requested to prepare and mail payrolls and pay vouchers so as to reach Washington not later than the 20th or 21st of each month, if they are not already doing so. The Washington office should be notified, by telegraph if necessary, of any changes or corrections affecting the amounts to be paid as soon as such information is known. Ascertain the mailing time between your address and Washington and mail your payrolls or vouchers in time to reach here by the dates mentioned. Another important thing to remember is to notify the Washington office promptly of changes in address. Some of the telegraphic complaints received were found to be due to changes in address not having been reported. Unless advice is received to the contrary, checks are obviously mailed to the address shown on the payroll or pay voucher.

By forwarding payrolls and pay vouchers so as to reach Washington by the dates indicated, notifying the Washington office of changes in address, and making proper allowance for holidays or Sundays when they occur, at the end or first of the month, it is believed the necessity for telegraphic inquiry as to the date checks were mailed will rarely be found necessary.

#### 8. MEMORANDUM TO THE FIELD.

Office of the Secretary Memorandum No. 452, regarding department terminology.

#### 9. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending October 19 are:

Gt. Brit. Ministry of Health.

Model byelaws issued from the Ministry of Health. V. Markets.  
London, H. M. Stationery Off., 1923.

Hall, Hubert, ed.

A classified list of agrarian surveys in the Public record office... London, [191- ]

Indian munitions board.

Notes on wool in India. By A. H. Silver... and J. K. Mehta...  
Calcutta, Off. of the Supt. Govt. Print., 1919.

New York Cotton Exchange.

New York Cotton Exchange, 1871-1923. New York. 1923.

Port of New York Authority.

Report on the food supply of the Port of New York district...  
Albany, J. B. Lyon Company, printers 1922.



PERSONALS

Dr. Taylor expects to be at Dodge City, Kans., October 30, Hutchinson, Kans., October 31, and at Enid, Okla., November 1, according to telegraphic advice received from him.

Dr. C. J. Galpin will deliver a series of lectures at the National Catholic Service School, of Washington, beginning November 3 and continuing through January.

Dr. C. J. Galpin will attend the sixth annual American Country Life Conference to be held at St. Louis, Mo., November 3 - 11, 1923. The theme of the conference will be The Farm Home. The title of Dr. Galpin's address on November 11 will be "Can the Farm Afford Modern Institutions?"

C. O. Brannen, of the Division of Agricultural Finance, has just returned from a trip through the Middlewestern and Southern States where he was collecting statistics on taxation. While away, he was successful in interesting several state institutions in cooperative projects for the study of taxation of agricultural land to be undertaken in the near future. Mr. Brannen also attended the annual convention of the National Tax Association held at White Sulphur Springs, W. Va.

R. H. Wilcox, in charge of the Cost of Production Division, visited Blacksburg, Va., last week to confer with the director of Virginia Polytechnic Institute on new plans for farm management and cost of production studies through the State of Virginia. Mr. Wilcox also visited A. P. Brodell, the bureau field agent at Charlotte Court House, Va.

Miss Laeta E. Rixey is now located in room 717, Bieber Building. Her telephone number is 360.

Paul M. Williams, Warehouse Division, will leave Washington the latter part of this week for an extended trip to investigate the possibility of promulgating standards for dry beans and warehousing them under the warehouse act. His itinerary includes points in New York, Pennsylvania, Ohio, Wisconsin, Michigan, Minnesota, North Dakota, Iowa, Kansas, Colorado, Idaho, California, Arizona, New Mexico, Nebraska and Texas.

Miss Grace Robinson, Fruit and Vegetable Division, returned to her desk yesterday after a five-weeks' vacation. Miss Robinson went to the Pacific Northwest by way of the Canadian Rockies, returning by way of Twin Falls, Ida., Salt Lake City, Denver, Kansas City and Chicago.

F. W. Knight, Cotton Division, is in New York City, assisting in the classing and certification of cotton for future delivery.

Miss Marie Ridgely, of the Cotton Division, resigned October 22. On Thanksgiving Day, Miss Ridgely will be married to Roger Higbee Gates.

# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

Vol. 9, No. 17.

October 30, 1923.

## 1. INDIANAPOLIS CONFERENCE HUGE SUCCESS.

About forty men were in attendance at the statistical conference at Indianapolis, October 22-24. The meetings were held in the Senate Chamber of the State House and a short address of welcome was made by the Governor. The different members on the program had prepared their papers in advance, some of which will be mimeographed for permanent record in field offices. C. E. Gage states that the meeting was considered one of the best that has been held by the Division of Crop and Live Stock Estimates and notable contributions to the technique of crop reporting work were made. A full delegation from various interested divisions in Washington attended. The field men represented all the northern and eastern states from the Dakotas, Nebraska and Kansas, eastward; also included Mississippi. Messrs. Murray and Snow, Statisticians for Clement, Curtis & Company and Bartlett Frazer and Company, respectively, were present, as well as Mr. Michaels, the wheat man for the Chicago Tribune.

The members of the conference were entertained at luncheon on the 22d by the Unity Club of Department workers in Indianapolis. Mr. Bryant, Agricultural Statistician at Indianapolis, obtained tickets for the exercises arranged by the American Legion in honor of David Lloyd George so that visiting delegations attended in a body. On the 23d there was a luncheon at the Board of Trade where G. I. Christie, formerly Assistant Secretary of Agriculture, now Extension Director at Purdue University, talked with reference to agricultural problems in Indiana.

## 2. CHIEF RETURNS TO WASHINGTON.

Dr. Taylor returned to the office yesterday. On his trip to the Northwest to review agricultural conditions, he visited St. Paul, Minneapolis, Fargo, Grand Forks, Devils Lake, Minot, Williston, Helena, Spokane, Olympia, Seattle, Portland, Ore., Sacramento, San Francisco and Berkeley.

He conferred with representatives of the bureau, particularly with our State Agricultural Statisticians and a large number of farmers, as well as with State authorities, representatives of farmers' organizations and country bankers. He gathered much first-hand information on the farm situation, which is quite serious in some localities and generally in an unsatisfactory state in the North and West.





Dr. Taylor found it necessary to cancel his expected visits to Colorado, Kansas, Nebraska and Oklahoma and return to Washington without stopping in those States.

### 3. R. VICTOR BAILEY DIES.

R. Victor Bailey died at a local hospital Monday. Death was directly due to pleural pneumonia, from which he had been suffering but a few days. Funeral services will be held at the Langdon M. E. Church at 2:30 p.m., Wednesday and interment will be at Fort Lincoln cemetery. Among the pallbearers are: E. J. Dickson, in charge of the Stenographic Section, J. A. Taylor, formerly associated with Mr. Bailey in the Bureau of Markets, and George E. Richards, formerly in charge of Mails and Files.

Mr. Bailey entered the service of the department in 1901 and in 1913 when the Bureau of Markets was organized, he transferred to the new bureau and was one of the guiding hands in building up the large clerical personnel eventually needed for the conduct of the work. Throughout his connection, until failing health last summer compelled him to resign, Mr. Bailey was responsible for the business management of the bureau, developing what was known as the operating units.

### 4. OUR EXHIBITS TO BE SHOWN IN BOSTON.

Exhibits to be shown at the International Textile Exposition, at Boston, Mass., October 29-November 3, will include those on the cotton standards, and on handling, manufacturing and marketing cotton. Model cotton warehouses will also be displayed and the market news service by radio will be represented by one panel. Another panel will be made up of various bulletins and photomicrographs of the structure of cotton.

Due to the adoption of the United States official standards as universal standards for American cotton, and the fact that the textile exhibition is attended by cotton buyers, mill owners, manufacturers, etc., this bureau was particularly anxious to put on the exhibit.

B. L. Perkins, Division of Information, and G. S. Meloy, Cotton Division, are now in Boston in attendance at our exhibit.

### 5. MR. CRITCHFIELD TO SERVE AS SECRETARY OF MID-WEST COUNCIL.

B. H. Critchfield, who assisted in the conduct of the Altoona survey, has been selected as secretary of the Mid-West Agricultural Economics Research Council. Mr. Critchfield left last week for Chicago, which will be the headquarters of the council. Announcement of the plans of the council will probably be made very soon. Its organization and aims will be similar to those of the New England Council, of which E. C. Shoup was secretary.

### 6. REPORTS BEING ISSUED ON EASTERN LIVESTOCK MARKETS.

The first regular daily livestock market report on the Jersey City and the Sixtieth Street, New York, markets was issued October 24 from the New York office of the Livestock, Meats and Wool Division. This is the



first eastern livestock market to be reported by the bureau. S. B. Ewing has been permanently assigned to the New York office to report these markets.

7. BOSTON WOOL REPORT TO BE GIVEN WIDE DISTRIBUTION.

Beginning November 1, the weekly review of the Boston wool market will be put on the leased wire and transmitted to all branch offices of the Livestock, Meats and Wool Division. Each office will maintain a separate mailing list for this report and mimeographed copies will be mailed weekly. Copies will also be made available to local papers, press associations and others interested in keeping in touch with the wool market.

8. LARGE FOREIGN ORDER FOR COTTON STANDARDS.

An order for 126 boxes of the practical forms of the official cotton standards for grade and color and 65 types for length of staple was received by the Division of Cotton Marketing last week from the Association of Czechoslovakian Cotton Spinners, Prague. The total value of the order is \$695.00. This is the largest order ever received from any foreign concern for cotton standards.

9. STANDARDIZATION FILE NOT YET COMPLETE.

Statements regarding status of standardization work, requested by Mr. Tenny at the standardization conference last week, have been received from the Dairy products Division, the Fruit and Vegetable Division and the Grain Division, to date. Other divisions that are conducting similar work are urged to send in their statements as soon as possible. Statements may be very brief so long as they give the exact present status of the work. All definite future steps should be recorded by brief statement, as soon as accomplished. Statements may be sent direct to Miss Sherman, Division of Information.

10. PURCHASE OF AUTOMOBILE TIRES AND TUBES.

Field officers anticipating a need for tires and tubes before delivery can be made on the three-month contract effective January 1, 1924, should notify the divisional office in Washington far enough in advance to allow purchase order to be placed with the contractor. These accessories must not be purchased locally but ordered through Washington by separate requisition. Provision was made in the contract for the period, October 1 to December 31, 1923, for supplying additional tires and tubes at practically the same price as that paid for those included in the quarterly estimates.

11. DISPOSAL OF ELECTRIC FANS AND MACHINE EQUIPMENT.

According to law, electric fans are not classed with the machine equipment that can be traded in on the purchase of new equipment nor can they be exchanged for similar fans of different voltage. Permission should always be secured from the Washington office before disposing of any machine equipment either by trade or otherwise.

## 12. TELEPHONE CALLS TO BE MADE BY NAME OF PARTY

All telephone calls within the department will in the future be made by name of the individual instead of by number as heretofore. When calling central give the name, and if necessary the division or bureau. A complete directory of departmental numbers is maintained in the central exchange. In view of this procedure, no telephone directory will be issued either for the bureau as a whole or by divisions.

## 13. LUNCHEON REFUSE MUST NOT BE THROWN IN WASTE PAPER BASKETS.

The Chief Clerk of the department writes that a growing tendency to throw fragments of luncheon in waste paper baskets and cuspidors has been observed. Food intended for consumption the next day is frequently left over night in desks or cases, and both of these practices, he states, tend to encourage the presence of rats and roaches. Mr. Reese calls attention to the administrative regulations which expressly prohibit throwing fragments of food into waste paper baskets, and asks that food to be kept over night be enclosed in metal or glass receptacles tightly covered. Charwomen have been instructed to report infractions of these rules.

## 14. TO THE FIELD.

Office of the Secretary Circular No. 117, relative to amendment to the Civil Service rules regarding reinstatement.

## 15. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending October 26 are:

American Farm Bureau Federation.

Organization-publicity plan book for county farm bureaus... Chicago, The American Farm Bureau Federation, 1922.

American Warehousemen's Association.

Warehousing general merchandise, an encyclopedia. Pittsburgh, Pa., American Warehousemen's Association, 1923.

Burgess Battery Company.

Burgess complete radio atlas of the world. Chicago, New York [etc.] Burgess Battery Co. [1922?]

Dop, L. J.

La réorganisation de l'Institut international d'agriculture. Rome, "L'universelle" Impr. polyglotte, 1922.

Minneapolis. Chamber of Commerce.

Annual report, 40th, 1922. Minneapolis, Daily Market Record [1923]

Queensland Producers' Association, Council of Agriculture.

Review of existing methods of marketing of Queensland fruit with concrete proposals for reorganisation of the industry... Brisbane, 1923.

Hew, Sir R. H.

Food supplies in peace and war... London, New York, [etc.] Longmans, Green and Company, 1920.

Sociedad rural Argentina, Buenos Aires. Oficina de estadística.

Información estadística sobre el comercio de carnes. Primera parte, El mercado Británico por Raul Prebisch, Director. Buenos Aires, Imp. "Gadola", 1922.

Sutton, C. W.

El valor de los terrenos regados y regables y del agua de regadío en la costa del Perú... Contribución presentada a la sección VI del Congreso nacional de la industria minera... Lima, Imp. Torres Aguirre, 1920.

Taylor, H. C.

The government cotton reports... Wash., Sept., 1923.  
"Appeared in Commerce and Finance, Sept. 12, 1923."

United States Sugar Association.

Sugar, the proposed high duty, the complete story. Bowling Green, Ky., The Court Press, 1923?

Vandegrift, F. B. & Company.

Handbook of the United States tariff, containing the tariff act of 1922... New York, F. B. Vandegrift & Company. [1923]

Wilder, F. W.

The modern packing house... New ed rev., amplified and enl. by D. I. Davis... Chicago, Nickerson & Collins Company [1921]

Zimmermann, E. W.

Zimmermann on ocean shipping... New York, Prentice-Hall, Inc., 1922.

#### BUREAU BREVITIES.

16. DAIRY STATISTICS FOR NEW YORK. A statistical review of dairying in New York State including estimates of the production of milk per cow, total production and utilization of milk by counties, the monthly receipts of milk at plants and the quantities of various dairy products manufactured, has recently been issued as Bulletin No. 153 by the New York State Department of Farms and Markets. The investigation was conducted by John B. Shepard and Roy L. Gillett in cooperation with this bureau.



17. MARKET REPORTS ON TURKEYS will be furnished the Marketing and Warehouse Division, Austin, Tex., at its request, by the Division of Dairy and Poultry Products. The first report will be sent November 1, and the market will be reported until the close of the Christmas holiday season.

18. GRADES AND STANDARDS FOR BUTTER AND CHEESE prepared by the Division of Dairy and Poultry Products were unanimously adopted at a meeting of the American Dairy Science Association in Syracuse for use by that association in educational exhibits and student-judging contests of dairy products.

19. PERIODICAL REPORTS ON CROPS, MARKETS AND AGRICULTURAL ECONOMICS issued by this bureau are given in a mimeographed list prepared by the Division of Information. Copies are available for distribution. Application should be made to the Division of Information.

20. REGULATIONS UNDER THE COTTON STANDARDS ACT are found in printed form in Service and Regulatory Announcements No. 80 of this bureau, which is now being distributed.

21. ORDERS FOR MAPLE SUGAR OR SYRUP may be placed with L. E. Morales, Head Clerk of the Division of Agricultural Cooperation, until Friday, November 2. Pure Vermont maple syrup, in quart tin cans, may be had at 70 cents a quart, and sugar, 2-ounce cakes in 1-pound cartons, may be bought for 40 cents a pound.

22. THE BUREAU COUNCIL DID NOT MEET YESTERDAY.

#### PERSONALS

Delos L. James, Division of Dairy and Poultry Products, returned to Washington, October 22, from a trip to Ohio, Illinois and Missouri. In Ohio, Mr. James, in cooperation with officials of the agricultural college and the American Farm Bureau Federation, completed a plan for the marketing of Ohio poultry and eggs through a cooperative association which is expected to begin handling eggs and poultry sometime during the coming year. Plans for a similar organization were discussed by poultry producers and agricultural college officials in Illinois. In Missouri a rather thorough study was made of the methods used by the Missouri Farmers' Association in marketing poultry and eggs. This association has nine large concentration plants at which an enormous volume of eggs and poultry are handled each year for over 70,000 members of the association. Mr. James states that this is a most practical demonstration of what a producers-owned-and-operated cooperative egg and poultry marketing association can do in handling the product from the average farm flock. Plans are now being made for the use of a five-year contract and it is expected that even better results will be obtained under the contract system. Heretofore, the association has not had a contract with its members, their relation to the association being voluntary.

Robert Bier has returned from Florida and reports that there is a possibility of inspecting 10,000 carloads of citrus fruit and 3,000 cars

of celery in the State this season. Mr. Bier will probably make another trip to Florida early next month to consummate arrangements for this work.

F. G. Robb is expected to arrive in Washington Wednesday of this week. E. W. Stillwell is expected at his desk, next Thursday.

Miss Margaret Gachet, who has tendered her resignation effective November 12, was given a farewell luncheon last Wednesday by her immediate office associates, in honor of her coming marriage. Miss Gachet was employed in Mr. Fiske's section of the Fruit and Vegetable Division.

N. A. Dakin, of the Chicago office, Division of Dairy and Poultry Products, will relieve F. H. McCampbell of the San Francisco office while the latter is on annual leave the first two weeks of November. Mr. Dakin will report to San Francisco from a personal trip which he made to his home in Washington State while on annual leave.

F. H. McCampbell, of the San Francisco office of the Dairy and Poultry Division, will assist in demonstrating this department's exhibits at the Pacific Slope Dairy Show to be held at Oakland, October 29-November 3.

L. M. Davis and Rob Slocum, of the Division of Dairy and Poultry Products, will spend several days this week in New York and Philadelphia making a survey of the turkey market with a view to ascertaining the best methods of reporting the turkey market.

G. S. Meloy, of the Division of Cotton Marketing, left Washington October 25 for New York and Boston. In New York he will assist the Board of Cotton Examiners in the classification and certification of cotton tendered for delivery on future contracts and in Boston will demonstrate the official cotton standards at the International Textile Exposition.

Robert L. Francis and Clarence C. Tobey, Division of Cotton Marketing, left Washington October 24 for New York City to assist with the classification and certification of cotton tendered for delivery on future contracts on the New York Cotton Exchange.

Miss Emily E. Clark and Miss Anna DeWees, will sail from Baltimore today for Jacksonville, Fla., where they will spend a ten-days vacation.

Miss Bertha Henderson returned October 25 from a four-months' trip through the West studying the State policies of land settlement.

Miss Maxine Rolle, of the Division of Land Economics, is resigning effective November 1.

It is with sincere regret we learn of the death of the infant son of W. H. and Mrs. Stanton. The baby died yesterday, and will be buried from the undertaking establishment of William H. Sardo Company, Wednesday at 10 a.m.

Miss M. Eleanor Creagh, Clerk-Typist, reported for duty in the Livestock, Meats and Wool Division, October 26.

Miss Edna Owen has been transferred from the Section of Mails and Files to the New York Livestock, Meats and Wool office, effective November 1.

E. W. Baker, of the Chicago Livestock, Meats and Wool office, who has been establishing the market reporting service at Jersey City, left October 29 for Boston. From Boston, Mr. Baker expects to come to Washington where he will spend November 2 and 3.

Miss W. A. Smith, clerk-typist, in the Washington Livestock, Meats and Wool office underwent an operation for sinus trouble on October 26.

Daniel P. McCallum, Fruit and Vegetable Division, fatally shot himself Sunday night, according to local police. Mr. McCallum was employed on the early morning shift of the division and was engaged in translating shipment reports. In telephoning to the office yesterday morning, his brother said that Mr. McCallum had always spoken in the highest terms of his co-workers at the bureau, and he felt sure that Mr. McCallum's act was not in any way due to misunderstanding or dissatisfaction regarding work.

Sympathy is extended Miss Margaret Daniel, Grain Division, in the loss of her mother. Mrs. Daniel was buried at Staunton, Va., last Sunday.

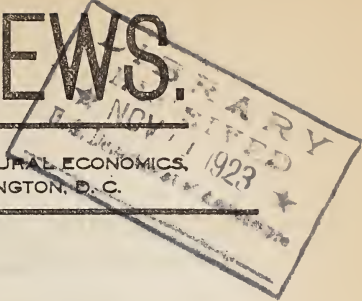
Miss Gail Felton, of the Division of Crop Estimates, and William J. Robbins, of Washington, D. C., were married last Thursday. Mrs. Robbins returned to duty yesterday.

Miss E. M. Jeffries, Division of Agricultural Cooperation, was hurt while attempting to board a street car Saturday morning on her way to the office. The sliding door of the car was closed on Miss Jeffries. Although she came to the office, she was compelled to leave early in the day because of the painful bruises caused by the accident.



# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



November 6, 1923.

Vol. 9, No. 18.

## 1. MR. WHITLOCK TO GO TO THE ORIENT.

B. W. Whitlock, in charge Pacific Coast headquarters of the Grain Division, is preparing to sail at an early date for the Orient. Mr. Whitlock will go to Yokohama, and other ports throughout the Empire of Japan and to the commercial centers of China, to secure official samples and information covering grain shipped from United States ports under certification of inspection, the supervision of which is a duty incumbent upon this department. He will also study at first hand the methods used in handling American grain in oriental markets upon discharge from the carriers.

Last week, Mr. Whitlock met with H. J. Besley and other officials of the Grain Division at Chicago to make arrangements for his investigation. Before sailing he will visit points throughout the States of Montana, Minnesota, Wisconsin, Illinois, Missouri, Kansas, California, and Washington, for the purpose of conferring with grain inspection departments, export elevator operators, and shippers of export grain relative to foreign commerce in grain in accordance with the application of Federal grain standards under the grain standards act.

## 2. REPORTS ON INTENTION TO PLANT TO BE ISSUED REGULARLY.

Reports of intentions of farmers to plant crops are to be issued regularly hereafter by this bureau in response to demands from farmers all over the country that the service be continued and expanded. A report on spring planted crops will be issued in March of each year, and one on fall sown crops in August.

This service was started last April, when an acreage intentions report on cotton, spring wheat, corn, oats, barley, flax, Irish potatoes, sweet potatoes and tobacco was issued. A report on winter wheat and rye was published August 15.

The information upon which the reports are based is received from thousands of farmers in all parts of the country. Many of these farmers are regular members of the department's crop reporting staff, who have for years been reporting on acreage and condition of crops, and upon whose information part of the crop estimates as finally published is based. The intended acreage as published is reported by these farmers for their own farms.

## 3. COTTON CLASSIFICATION WORK AT NEW YORK.

During October 16,600 bales of cotton were classified and certified by our New York Board of Cotton Examiners. Of this number, 15,200 bales were delivered on future contracts. F. W. Knight and R. L. Francis went from Washington to assist the present New York committee.

#### 4. SHIPPING-POINT INSPECTION NOW RECOGNIZED AS ESTABLISHED FACTOR IN MARKETING, MR. ROBB REPORTS.

F. G. Robb returned from his extensive western trip November 1. On this trip he visited points in Nebraska, Colorado, Utah, California, Washington, and Idaho, in the interest of shipping-point inspection and established cooperative inspection services with the States of Nevada and Oregon covering potatoes. He reports that the work in general is increasing greatly in volume and that the service is becoming more efficient at all points. The point of greatest interest was the demand for shipping-point inspected cars on the part of the receivers. At many points shippers frankly stated that they were not personally interested in having their cars inspected but that they could not sell any other kind.

Great interest is being manifested in f.o.b. auctions. In this method of sale, cars are sold in distant markets solely on the basis of government certificate before the car has actually left shipping point. This method of selling, which began with cantaloupes from the Imperial Valley last spring, has expanded until it now includes practically all products which are sold on grade and some which are not.

Mr. Robb's trip was concluded with a drive across the State of Colorado in company with E. F. McKune, Supervising Inspector for Colorado. The apple and potato sections of the Western Slope were visited. Cold, wet weather has interfered with the digging of potatoes and much field frost was being found by the inspectors. In driving from Monte Vista to Denver, Mr. Robb and Mr. McKune encountered a heavy snow storm which at places almost made the roads impassable, especially as it fell on very muddy roads which were badly cut up following two days' rain. La Veta Pass was covered with almost a foot of snow. The car was mired several times and had to be dug out and several detours across sagebrush fields were necessary in order to avoid impassable roads.

Mr. Robb feels that the shipping point inspection service of fruits and vegetables is now so generally recognized as an established factor in fruit and vegetable marketing that it is no longer a matter of selling the service to the public but of administering it on the limited funds available.

#### 5. DATES FOR ANNUAL MEETINGS ANNOUNCED.

December 3, 4, and 5 are the dates of the fifth annual meeting of the National Association of State Marketing Officials. The meeting will be held at the Auditorium Hotel, Chicago. Lloyd S. Tenny, Assistant Chief, will deliver an address on "Development and Growth of Cooperative Marketing in the United States" and W. A. Schoenfeld, Assistant Chief, will speak on "Some Results of Terminal Market Studies." Dr. Taylor is a member of the executive committee of the association.

The annual meeting of the National Association of Commissioners and Secretaries of Agriculture will be held at the Raleigh Hotel, Washington, D. C., December 6 and 7.



## 6. MISUSE OF THE WORD "DATA".

The misuse of the word "data" is discussed in an item in the last issue of The Official Record. At the request of the viseers, the item is quoted in full:

"C.F. Talman, in charge of the publicity work of the Weather Bureau, calls attention to the fact that one of the besetting sins of American scientific and technical writers--viz., the use of the word 'data' as a singular noun--has recently invaded Government publications to a startling extent. 'Data' is the plural of the word 'datum'; hence such expressions as 'much data,' 'data is,' etc., are quite inadmissible. Incidentally, it is suggested that 'data' is a somewhat pretentious word, which American writers are inclined to use much more often than necessary. In a great many cases it could be advantageously replaced by such words as 'information,' 'statistics,' etc.

Another word that is similarly misused is 'insignia,' the plural of the word 'insigne.' The latter word is rarely used in English, but this fact does not justify the use of 'insignia' as a singular noun."

## 7. TRANSPORTATION REQUESTS NOT THE EQUIVALENT OF CASH.

Government transportation requests are not the equivalent of cash, according to the Illinois Central Railroad. This railroad sustains the action of its New Orleans agent in refusing to honor a transportation request for a summer tourist excursion ticket, which is sold at the reduced rate in consideration of the payment of cash in advance.

During the month of September last, Grain Supervisor Stanfield attempted to purchase from the New Orleans ticket agent of the Illinois Central Railroad a summer tourist excursion ticket from New Orleans to Chicago and return on a Government transportation request. The local ticket agent refused to honor the request, holding that the sale of such tickets was conditional upon the payment of cash in advance, and Mr. Stanfield accordingly bought a round-trip ticket costing \$13.47 more than the excursion ticket.

This raised the question as to whether or not Government transportation requests are cash, or rather the equivalent of cash. The Traffic Manager of the department called this particular case to the attention of the General Passenger Agent of the Illinois Central Railroad. The agent, in his reply, holds that the reading of the clause in the published tariff is very specific in that the fares are conditional upon payment of cash in advance, and gives it as his opinion that to authorize a ticket agent to honor a Government transportation request for summer tourist ticket at fare published in tariff referred to would be a violation of the provisions of said tariff.

There seems to be no way to compel the carriers to accept Government transportation requests as cash in such cases. However, the Traffic Manager of the department, in commenting on the case, says that the principle involved will be further considered, and if anything advantageous to the Government develops this bureau will be advised.



8. SECRETARY'S LETTERS SHOULD BE HANDLED WITH DISPATCH.

Preparation of an immediate reply to letters addressed to the Secretary fails to meet the desired end if the letter, when written, is delayed in reaching the Secretary's desk. Letters prepared for the Secretary's signature should not be placed in an outgoing tray to be collected in the usual manner by the pony express messenger. This may result in delay. Secretarial correspondence should be sent by special messenger to the viseers, who will read the letters promptly and send them to the Office of the Chief. After the yellow slip, which the viseers attach to the letters, has been properly initialed, the correspondence will be sent by special messenger to the Office of the Secretary.

9. SATISFIED CUSTOMERS ARE GOOD ADVERTISERS.

"We feel very proud to be a member of the Federal System. Our warehouse has saved several thousand dollars alone on the insurance rate. Our receipts are accepted wherever presented and our local banks have been able to borrow on these certificates when they actually could not borrow money on Liberty Bonds," writes the Secretary-Treasurer of The Farmers' Warehouse Company of Bishopville, S. C., a warehouse licensed under the warehouse Act. The letter continues:

"Our Lee County farmers have been carried over from 1920 and 1921 when to sell cotton at eight and nine cents would have meant bankruptcy for them and probably the banks, and today they are in fine shape, our banks are out of debt for the first time and everybody is wearing a smile.

"We have stored this season over twelve hundred bales of cotton for the S. C. Cotton Growers Cooperative Association, mainly because of being in the Federal System. A few weeks ago we received one hundred bales of cotton, the customer stating at time of delivery that he was storing with us because of being in your system. This cotton has been previously stored with a warehouse that has since failed. Had this warehouse been in your system farmers in this state and Georgia would have been saved thousands of dollars because of your inspections.

"We feel that our license is as great an asset as our capital stock."

10. LIVESTOCK CLASSIFICATION SCHEDULES IN DEMAND.

Several hundred copies of the revised schedule of market classes and grades for livestock were recently mailed to educators, members of the trade and others interested in such matters scattered throughout the United States. Acknowledgments have already been received as well as many orders for additional copies. A professor of animal industry has requested 100 copies of the schedule for use in connection with his class work. Many requests for sample copies have also been received from editors of agricultural papers whose attention was called to the matter by the press release recently published announcing availability of the schedule.

11. DOWN THE ALLEYS! ! ! BY OUR SPORTS WRITER.

Did you hear the bombardment last night? Don't worry, it was only the Girls' Bowling League flinging a few wicked marbles down the Recreation

Alleys. But believe you me, as Nina would say, when some of those bowlers unlimbered, maples and pin boys went flying in all directions.

Crews were turned out by Livestock, Crop Estimates, Fruits and Vegetables, Stenographic, and Information. There was also an Interdivision team. The high set was 383 hung up by Stenographic in the second string. Fruits and Vegetables rolled 374 in the third, a complete reversal of form from the low set of the evening in the first string when they put down 281. The high in the first string was 388 by Interdivision.

The stars of the evening were Anne Rhodes, Catherine Viehmann, Emily Day and Grace Robinson. Anne was the most consistent performer, rolling the high average of 80 for the set. Catherine knocked down 95 maples and two pin boys in the first game. She started strong but finished weak, rolling only 60 in the third game. Emily and Grace have a couple of mean wings, each putting down a 92 game. Then came Mildred Moore with 87, Anne Coss 84, Gertrude Rosenberg 83, Lawanda Carter 81, and Evelyn Scarlett 81. Many of the girls improved as the evening wore on. More power to 'em next time!

## 12. TO THE FIELD.

Office of the Secretary Memorandum No. 455, amending the fiscal regulations, regarding the payment of foreign postage.

## 13. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending November 2 are:

Fisk, H. E.

French public finance in the Great war and today, with chapters on banking and currency...New York, Paris, Bankers Trust Company, 1922.

International Institute of Agriculture. Assemblee generale.

... Resolutions proposed by the IInd. Commission for the plenary session of the general assembly. Rome, Printing Office of the Institute, 1922.

New York (State) Chamber of Commerce.

Annual report, 65th, 1922/23. New York, Press of the Chamber of Commerce, 1923.

New York (State) Dept. of Farms and Markets.

... List of cooperative associations in New York State. Albany, 1923. (Bulletin No.150)

Philadelphia. Board of Trade.

90th annual report, 1922. Philadelphia, 1923.

Sears, J. H.

Minimizing taxes... Kansas City, Mo., Vernon Law Book Company, 1922.

Starch, Daniel.

Principles of advertising... Chicago & New York, A. W. Shaw Company; [etc.etc.,] 1923.

U. S. Bureau of the Census.

... Stocks of leaf tobacco... 1922. Wash., Govt. Print. Off., 1923.

U. S. Interstate Commerce Commission.

Decisions of the Interstate Commerce Commission of the U. S. v. 72-74, 76-77. Wash., Govt. Print. Off., 1923.

U. S. Bureau of Labor Statistics.

Retail prices 1913 to December, 1922. Wash., Govt. Print. Off., 1923. (Bulletin of the U. S. Bureau of Labor Statistics, No. 334)

U. S. Congress. House. Committee on Coinage, Weights and Measures.

Standard box for apples. Hearings ... Sixty-sixth Congress, First session, on H. R. 1113, a bill to establish a standard box for apples ... Wash., Govt. Print. Off., 1919.

U. S. Laws, Statutes, etc.

Statutes at large, 67th Congress, 1921-1923, v.42, pt.1.  
Public laws. Wash., Govt. Print. Off., 1923.

Western Economic Society.

... Reciprocity with Canada; the topic of the first meeting of the society held in Chicago, June 3, 1911. Chicago, Ill., The University of Chicago press, [c.1911] (Publications of the Western Economic Society. Proceedings, v.1, pt.1)

Wilson, H. W., Firm Publishers

A quarter century of cumulative bibliography, retrospect and prospect... New York, The H. W. Wilson Company, 1923.

#### BUREAU BREVITIES.

14. CARRYING FRUITS AND VEGETABLES to 8,000,000 people in Port of New York District is the title of a 12-page pamphlet just issued by The Educational Council cooperating with The Port of New York Authority. The story which is told by a series of graphic illustrations is based on cooperative studies made by W. P. Hedden, in charge of the research work of the Port of New York Authority, and Research Agent of this bureau.

The studies deal with: Movement of fruits and vegetables within the Port of New York District; commercial practices of the produce trade which influence the handling of produce at terminals; Cost data on terminal handling; fruit and vegetable terminal facilities; retail and jobbing margins; and secondary markets in Newark, Brooklyn and Harlem.

15. "HINTS ON MARKETING TURKEYS", a bulletin prepared by the Division of Dairy and Poultry Products has received wide comment from members of the trade and state extension agents. Mimeographed copies of this bulletin and also of a recent bulletin on the "Economic Factors to Be Considered in the Marketing of Creamery Butter" may be secured at the offices of the division. The latter bulletin embodies an address given by Roy C. Potts before a meeting of the National Creamery Butter Makers' Association at Syracuse, October 9.



16. "FRIENDLY SUGGESTIONS" given by Dr. C. J. Galpin and the aid of his office in carrying on the surveys are acknowledged in bulletin No. 4, entitled "Three Negro Communities in Tidewater Virginia" and published by the Hampton Normal and Agricultural Institute.
17. THE LIVESTOCK MARKET CLASSIFICATION, as worked out by this bureau, has been adopted by the California Cattlemen's Association as the basis of grading cattle to be marketed through the association's cooperative marketing scheme.
18. F. L. HARKEY, Chief of the South Carolina Division of Markets, Spartanburg, is a visitor to the bureau. Mr. Harkey, who came yesterday will remain until tomorrow. He is interested in making plans for fruit and vegetable inspection work in his State.
19. UNITED STATES OFFICIAL COTTON STANDARDS were exhibited at the Cotton Carnival, Roswell, N. Mex., the early part of October.

#### PERSONALS

C. V. Whalin, in charge of the Livestock, Meats and Wool Division, left Washington November 2 for Ft. Collins, Colo., where he is attending the conference of extension agents from the range states November 5 - 9. Before returning to Washington, Mr. Whalin will visit branch offices of his division at Omaha and Chicago for the purpose of investigating the methods and costs of marketing livestock by classes and grades.

H. J. Besley, In Charge of Grain Division, is in Chicago attending a conference of Federal Grain Supervision officials to which B. W. Whitlock, In Charge, Pacific Coast Headquarters, has been called prior to his sailing for the Orient on an official mission.

H. H. Schutz and Z. R. Pettet, Agricultural Statisticians for Texas and Georgia respectively, were in Washington last week to assist in the issuance of the cotton crop report.

George O. Gatlin, Assistant, Division of Agricultural Cooperation, whose official station is Murray, Ky., will visit Little Rock and Memphis before coming to Washington relative to cooperative marketing work. He plans to leave Murray on November 10.

E. W. Stillwell returned to his desk last Wednesday after a two-months' absence in the field in the interest of market news on fruits and vegetables.

John W. Strowbridge has been transferred from the Division of Statistical and Historical Research to the Fruit and Vegetable Division. He is assigned to H. W. Samson's project and at present is engaged in the preparation of a report on the distribution of the citrus crop as shown from the records of refrigerator car companies.

E. J. Murphy, of the Grain Division, has returned from Chicago, St.

Louis, and Indianapolis where he conducted hearings afforded licensed grain inspectors under the grain standards act.

E. G. Boerner, Grain Division, has returned from an extended investigational trip in the grain and rice belts.

Leland Spencer who has been appointed to succeed Dr. L. J. Norton as a joint employe of this bureau and the New York State College of Agriculture, was in Washington last week for conference. Mr. Spencer will be engaged in conducting milk marketing investigations in New York State.

L. M. Davis and R. R. Slocum, of the Division of Dairy and Poultry Products, returned November 1 from New York City and Philadelphia where they interviewed members of the trade and branch office representatives in regard to the establishment of a market reporting service on turkeys during the holiday season. This service will be established early in November and hearty cooperation has been promised by the trade.

W. E. Dent has been transferred from the New York to the Washington office of the Cotton Division.

Miss Bertha Henderson, Division of Land Economics, left Washington, November 3, for a month's trip through the Southeastern States to continue the study of State policies in aid, control and restriction in land sales of both private and public lands, land development, land settlement, and land resettlement, in connection with investigations in farm management and practice.

Misses Mary Bean and Mamie Herb, Division of Land Economics, motored to Philadelphia Monday and will return via Gettysburg.

Miss Elma F. Griffith of the Division of Farm Population and Rural Life has resigned to accept a position in Chicago, Ill.

John P. Joines, Inspector at the Atlanta office of the Warehouse Division, resigned effective October 31.

W. A. Sherman, in charge of the Fruit and Vegetable Division, leaves today for Chicago to confer with representatives of his division and to become acquainted with food products inspectors who are now in training at the Chicago Office. On November 9, he will give an informal talk at the annual Potato Show, to be held at Lawrence, Kans. Before returning to Washington, Mr. Sherman will visit a number of Southern States in the interest of shipping-point inspection work.

C. W. Hauck and H. A. Spilman, Fruit and Vegetable Division, were in Atlantic City October 29, where they met with the cannery crops committee of the American Farm Bureau Federation and State representatives interested in the proposed grades for cannery tomatoes. Mr. Hauck will meet with other representative bodies to discuss the grades with them. Tomorrow he expects to be in Rochester. On November 8, he will meet with the Western Cannery Association in Chicago, returning by way of Indiana and Ohio to Wilmington, Del. to consult with the committee of the Tri-State Cannery Association on November 13.



# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS.  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 13, 1923.

Vol. 9, No. 19.

## 1. PRACTICAL APPLICATION OF ECONOMIC STUDIES TO CURRENT PROBLEMS IS PRESSING NEED, CHIEF SAYS.

That there is a pressing need in agriculture for men properly trained along economic lines was pointed out by Dr. H. C. Taylor in his address before the 37th annual convention of the Association of Land Grant Colleges, at Chicago, today. The Chief outlined a series of courses for agricultural college students calculated to train students to discern economic facts and their inter-relationship, and then to reason accurately from these basic facts and forces to right conclusions as a basis of action.

The courses he suggested are: Economic geography, agricultural history, elementary statistics and graphic methods, farm inventories and accounts, the outline of agricultural economics, agricultural statistics, farm management and practice, marketing of farm products, cooperative marketing at home and abroad, agricultural finance, land problems, and country life problems. Dr. Taylor said: "Let the student commence with the first semester by taking economic geography, so that the four fact courses will be out of the way by the beginning of the junior year, when the general course in agricultural economics should be given, followed by three additional courses elected from the eight special courses mentioned."

Regarding the demands for men in this bureau, the Chief said: "This bureau is a fact-finding, grade-standardizing, information-giving institution. In this bureau men are needed, for example, who are well trained in animal husbandry but who have specialized in livestock economics and are capable of entering the work as livestock statisticians; research workers in the field of livestock marketing who are able to enter the large markets as a part of the livestock market reporting service. Other men are needed who have had good training in those sciences underlying the production of fruits and vegetables and whose special training in economics enables them to work out more efficient methods of marketing, aid in establishing commercial grades, in the market inspection or market news service, etc. Likewise, men of similar training are needed for each of the other important lines of crop and livestock marketing." Students specialized in the field of land economics, including land valuations, land tenure and land ownership are needed, as are men highly trained in farm management and farm finance.

Dr. Taylor emphasized the fact that a pressing need of American agriculture is the practical application of economic studies to current agricultural problems. He said:

"Economic studies that are worth while look toward intelligent programs of action. They should lead to a practical and profitable program for the individual farmer. An understanding of economic forces and adequate up-to-date information regarding economic facts, which should be provided constantly by public sources, give the basis for working out programs by each farmer and for making intelligent adjustments of farming operations to



changing conditions. Up-to-date information interpreted in the light of basic economic principles enables the farmer not only to choose more wisely what he should produce but also to select more wisely the time, method and place of marketing his product.

"The study of economics should also lead to practical and profitable programs of action for groups of farmers. Group action on the part of farmers, made effective through well-organized cooperative institutions is making great progress today. Ultimate success depends in large measure upon not only the intelligence and honesty of purpose of the leaders but also upon the understanding which the rank and file in the organizations bring to bear upon the problems these organizations are attempting to solve.

"Economic investigations should also form the foundation of programs for State and Federal economic legislation affecting farmers. The one way to eliminate radical economic programs and radical leadership and to improve the quality of the agricultural statesmanship of this country is for the economists to take an active and leading part in developing sane programs of action that will get results."

## 2. EXHIBITS WELL RECEIVED.

That the department's exhibit shown at the International Textile Exposition, held at Boston, October 24-November 3, was interesting as well as instructive was demonstrated by the fact that large crowds stopped to study the display, ask questions and take notes concerning it, according to G. S. Meloy and B. L. Perkins, who installed the exhibits and gave talks about certain features of our work.

The greatest interest, they report, was shown by cotton mill men, cotton merchants and brokers, mill superintendents, students and instructors from textile schools. Classes from the Philadelphia, Lowell and New Bedford schools attended in a body, and each spent nearly two hours in study. Students and professors from the Harvard School of Business Administration visited in groups, and the principal of one of the Boston senior high schools with his students made an intensive study of the display.

"Come in, This is your Government Exhibit" read a large sign at the entrance to the space assigned the department, and many accepted the invitation. Mr. Meloy says "It is very gratifying to have such a man as Nathaniel N. Thayer, of Barry, Thayer and Company, to say that the department's work was the most interesting exhibit he had seen." Mr. Thayer was the chairman of the committee that prepared the first set of official cotton standards.

## 3. YOU DON'T WANT TO MISS THIS.

Experiences and observations in connection with their recent European trip will be told by Lloyd S. Tenny and G. T. Willingmyre tomorrow, Wednesday, afternoon, at 4:30 in the conference room, 411, Bieber Building. A notice has been circulated by Business Manager Kitchen that the talks will be given in response to a number of requests from members of the staff.

#### 4. PREFERENCE FOR FEDERAL RECEIPTS INDICATED.

Preference for Federal warehouse receipts is evident in many cases called to the attention of the bureau. Not only do some banks state they prefer Federal receipts, but insist upon them as collateral for loans.

A recent illustration of this was brought out in the conference held here last Thursday between H. S. Yohe, in charge of the Warehouse Division, F. G. Crout, in charge of the Atlanta office of the division, and W. H. Glenn, President of the Shippers Compress Company of Atlanta. The compress company has filed applications for licenses covering nine warehouses located at different points throughout Georgia. It has taken this action at the request of the Georgia Cotton Growers' Association which intends to store a large portion of its cotton in the warehouses and to borrow money on the stored product. In taking up the matter with the bankers, the growers' association learned that the Intermediate Farm Credit Bank of Columbia, S. C., insists upon Federal receipts, while leading banks of Atlanta have indicated a preference for them.

#### 5. SUBSCRIPTION TO LETTERS FOR CHIEF'S SIGNATURE.

Letters prepared for the signature of the Chief are, on occasions, signed by the Acting or Assistant Chief and for this reason some attention should be paid to the form of subscription. If the words "Chief of Bureau" are centered under "Very truly yours," the subscription looks unbalanced when it becomes necessary to stamp "Assistant" or "Acting" before Chief. It is therefore suggested that five single spaces under the comma following "Very truly yours" the word "Chief" begin, thus:

Very truly yours,

Chief of Bureau.

#### 6. SET 'EM UP!

To the tune of "Set 'em up" the girls knocked them down at the second meeting of the Girls' Bowling League last night.

Evelyn Scarlett, of the Stenographic team, made a new high record, scoring 107 in her third game. Others who scored 80 and above included: Misses Rhodes, Jordan, Robinson, Bauman, Rosenburg, Lentz and Viehmann.

Fruits and Vegetables tops the league. Stenographic and Information teams tie for second place, each having won four and lost two games. Livestock comes next, then Interdivision, followed by Crop Estimates.

In the departmental men's league, Economics won two games from Plant Industry, and Farm Management took three games from Forestry last Wednesday.

## 7. CLERICAL EFFICIENCY COMMITTEE NAMED.

The personnel of the new clerical efficiency committee which has just been named includes Miss Anna DeWees, the first woman in the bureau to be appointed to the committee. Miss DeWees takes the place of H. S. Yohe, whose term has expired.

F. J. Hughes is chairman of the new committee, vice A. F. Krueger. L. M. Davis fills the vacancy caused by the expiration of the term of C. W. Kitchen. Members serving unexpired terms are: C. E. Gage, R. H. Wilcox and W. L. Evans.

## 8. SHIPMENTS TO WASHINGTON.

Instructions contained in item 165 of the Administrative Handbook should be complied with by all employees who make freight or express shipments to the Washington offices of the bureau, or who direct others to make such shipments. Shipments should be addressed in the following form:

U. S. Department of Agriculture,  
Bureau of Agricultural Economics  
(Name of division)  
(Name of individual)  
Washington, D. C.

All freight shipments are hauled from the railroad station by a department drayage contractor and in order that he may know and have notice that the shipment in question is for the Department of Agriculture and this bureau, it is necessary that the shipment be addressed as above indicated. It is also essential to have express shipments addressed in like manner. If the individual's name comes first, or the department name is not shown at all, it may be assumed that the shipments in question are personal property and charges not payable by the department. Attention is also called to the second paragraph in item 167-3 of the Handbook stating that "Shipments by express from the field to Washington invariably should be sent 'Charges Collect' and no Government bill of lading made out."

IN THE FUTURE, EACH CASE WHERE THESE DIRECTIONS ARE NOT COMPLIED WITH WILL BE INVESTIGATED, AND AN EXPLANATION WILL BE REQUIRED.

## 9. SOME CONTRACTORS AIM TO PLEASE.

The following is an extract from a letter received by the General Supply Committee from the Goodyear Tire and Rubber Company, Inc.:

"Wish to assure you that any time any of the departments have Goodyear material that has not proven satisfactory we would appreciate very much having them report immediately to us so that we can investigate whatever trouble is due to unsatisfactory service which is seemingly our fault."



10. MANY FRUIT AND VEGETABLE REPORTS NOW AVAILABLE.

Summaries covering fruit and vegetable field deals are issued in mimeographed form by the Fruit and Vegetable Division at the conclusion of each deal. Among recent reports are the following, copies of which may be obtained from the Fruit and Vegetable Division:

- Western New York Plum and Prune Deal, season of 1922,  
by C. L. Brown
- Western New York Pear Deal, season of 1922, by C. L. Brown
- Colorado White Potato Deal, season of 1922-23 by G. E. Prince  
and D. K. Dick
- White County, Arkansas, Strawberry Deal, Season 1923, by  
W. E. Mosier
- Arcostook County, Maine, Potato Deal, Season 1922-23, by  
J. D. Snow
- Northwestern Arkansas and Southwestern Missouri Strawberry  
Deal, season 1923, by W. J. Bertush
- Western New York Onion Deal, season 1922-23, by C. L. Brown
- Summary of the Northwestern Boxed Apple Deal, season of  
1922-23, by V. D. Callanan
- Summary of the Western and Central New York Cabbage Deal,  
season of 1922-23, by C. L. Brown
- Michigan Potato Deal, season 1922-23, by R. H. Shoemaker
- East Texas Tomato Deal, season 1923, by W. E. Mosier
- Louisiana Strawberry Deal, season 1923, by George E. Prince
- Florida Celery Deal, season 1923, by J. D. Evers
- Kennett, Mo. Watermelon Deal, season 1923, by H. S. Stiles

11. CORRESPONDENCE SHOULD BE ROUTED THROUGH MAIL ROOM.

Occasionally the Mails and Files Section will spend much time searching for previous correspondence to attach to an incoming letter only to learn that the division concerned has sent the outgoing letter direct without routing it through the Mail Room in the customary manner. Sometimes the carbon copy of the outgoing letter is not sent to the central files before the reply is received.

In order to enable the Mails and Files office to function properly, the divisions are requested to cooperate by sending all official outgoing mail through that section whenever practicable, and where the urgency of the matter makes this inadvisable, to at once send the carbon copy to the central files.

12. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending November 9 are:

Comtelburo, Limited, London.

Annual cotton handbook, season, 1923/24, 53d year of publication. London, 1923.

Doggett, A. B.

... Three negro communities in Tidewater, Virginia... The Hampton Normal and Agricultural Institute, Hampton, Va., and the United States Department of Agriculture, co-operating. Hampton, 1923. (The Hampton Bulletin, V.19, No.4, October, 1923)

Duncan, K.

Essentials of economics, especially adapted for use in Chinese middle schools and colleges. Shanghai, Commercial Press, Limited, 1922. (Canton Christian college series)

Fisher, Irving

A weekly index number of wholesale prices. (In Journal of the American Statistical Association, V.18, new ser. No. 145, September 1923, p. [835]-840)

Hastings, H. B.

Costs and profits, their relation to business cycles... Boston and New York, Houghton Mifflin Company, 1923. (Publications of the Pollak Foundation for Economic Research, No.3)

International Institute of Agriculture. Bureau of Statistics.

International Yearbook of Agricultural Statistics, 1922. Rome, 1923.

Jessess, O. B.

The cooperative marketing of farm products... Philadelphia, London, [etc.], J. B. Lippincott Company, [c.1923] (Lippincott's Farm Manuals, ed. by K. C. Davis, Ph.D.)

Lloyd, W. A.

The agriculture of Ohio.. by W. A. Lloyd, J. I. Falconer and C. E. Thorne. Wooster, O., 1918. (Ohio Agricultural Experiment Station. Bulletin 326)

Roberts, George E.

The government in business and the actual results it achieves. (In the Economic World, October 27, 1923, p.580-585)

Saskatchewan. Dept. of Agriculture.

9th annual report of the commissioners of co-operation and markets, 1922/23. Regina, J. W. Reid, King's printer, 1923.

Secrist, H.

Competition in the retail distribution of clothing; a study of expense of "supply" curves. Chicago, 1923. (North-western University. School of Commerce. Bureau of Business Research. [Publications] Ser.2, No.8)

U. S. Bureau of Foreign and Domestic Commerce.  
Trade information bulletin  
No. 155. Trade-mark protection in Europe. October 22, 1923.

Venn, J. A.  
Foundations of agricultural economics... Cambridge, University Press, 1923.

Wiest, Edward.  
Agricultural organization in the United States... Lexington, Ky., University of Kentucky, 1923. (The University of Kentucky. Studies in economics and sociology. Vol.II)

13. MANUSCRIPTS SUBMITTED BY THE BUREAU IN OCTOBER.

The following manuscripts were submitted to the Assistant Secretary during October:

Annual Report of Chief of Bureau.

McKay, A. W. and Stevens, W. M.: Organization and Development of A Cooperative Citrus Fruit Marketing Agency. For Department Bulletin.

Service and Regulatory Announcements No. 31: Regulations... for Peanut Warehouses.

Tolley, H. R. and Mendum, S. W.: Method of Testing Farm Management and Cost of Production Data for Validity of Conclusions. For Department Circular.

Articles have been approved for use in the following publications:

Barr, J. E.: Soy Beans Mean More Cash. For Indiana Farmers Guide.

Cantrell, Georgia E.: Description---with special reference to Agriculture---of Algeria, New Zealand, Union of South Africa, Newfoundland, Labrador, Belgian Congo, British East Africa, Bolivia and Morocco. For Young People's Encyclopedia of Agriculture.

BUREAU REVIEWS

14. AMERICAN MILLER writes editorially that "The investigations in milling and grain fields that have been made by the Department of late years have been of very decided value." It further states that "The latest number of the useful Grain Investigation Abstracts and References, issued by the U. S. Department of Agriculture, deals with Protein and Gluten in wheat and flour. It was compiled by J. H. Shollenberger, who is in charge of milling investigations, D. A. Coleman and C. Louise



Phillips. The compilers have brought together abstracts from many important articles that have appeared in the past eight years."

15. C. E. BASSETT, formerly in charge of the cooperative marketing work of the old Bureau of Markets and for a number of years field manager of the North American Fruit Exchange was a visitor to Washington last week and took the opportunity to call upon a number of his old friends in the bureau. Mr. Bassett has been in the field much of the time recently, organizing cooperative associations in the fruit and vegetable industry and feels that the cooperative movement has gained considerable headway in recent years.

16. OTHER VISITORS TO THE BUREAU last week included Dr. Richard T. Ely; C. O. Moser, Secretary, American Cotton Growers Exchange; Charles G. Henry, President, Arkansas Cooperative Cotton Marketing Association; U. G. Blalock, Secretary, North Carolina Cotton Growers Exchange; C. B. Howard, Sales Manager of the American Cotton Growers Exchange; George H. McFadden, Jr., well-known cotton merchant of Philadelphia; and William P. Jenks of the New York Cotton Exchange.

17. "AGRICULTURAL COOPERATION", a semi-monthly periodical of this bureau, is to be used by Dr. H. E. Erdman, formerly in charge of the Cost of Marketing Division, in his course on "Cooperation" to be given at the University of California, beginning next January.

18. UNITED STATES GRADES FOR ROUGH RICE AND FOR MILLED RICE, as effective in a permissive way on August 1 of this year, are contained in Department Circulars Nos. 290 and 291 respectively, now off the press.

19. PARTIAL INDEX TO WEATHER, CROPS AND MARKETS, has been prepared by S. W. Mendum for the convenience of Agricultural Statisticians. This index covers the issues, July-October, 1923. Mimeographed copies may be obtained upon application to the Division of Information.

20. TWENTY-FIVE STUDENTS, constituting the marketing class of the Kansas State Agricultural College, visited the Kansas City Supervision Office recently to get information as to how grain is handled in the terminal markets.

21. MEMBERS OF THE SCHOOL OF COMMERCE, NEW YORK UNIVERSITY, visited the Philadelphia Federal Grain Supervision Office last Thursday to make a study of the port's facilities and methods.

22. MARKETING is to be featured at the annual farm and industrial exhibit to be held at Toledo, Ohio, December 6-14.

#### PERSONALS

Dr. Taylor left Washington Sunday for Chicago, where he attended a meeting of the special Advisory Committee called by the United States Wheat Council, for November 12. Today, Wednesday and Thursday, he will

be in attendance at meetings of the Association of Land Grant Colleges. Today he read a paper before the association, on "Economics in the Agricultural Course."

W. A. Schoenfeld is in Chicago attending sessions of the Land Grant Colleges. He will confer with B. H. Critchfield, Secretary of the Mid-West Agricultural Economics Research Council, and other representatives of the bureau while at Chicago.

H. J. Besley returned from Chicago last Thursday.

Paul Kirk, J. G. Diamond and H. O. Herbrandson, Agricultural Statisticians for Minnesota, North Dakota, and South Dakota, respectively, visited the Minneapolis Office of Federal Grain Supervision, October 26, and conferred relative to a satisfactory method of estimating the wheat and flax dockage in their respective States. They also discussed the correction of estimates of wheat so that they would represent net bushels of wheat.

Generally speaking, estimated yields per acre as reported to the division represent yield based upon separator returns. In the northwest group of spring wheat states, because of the high content of weed seed and other foreign matter, for which deduction is made at the elevator, farmers have tended to think of and report wheat yields in terms of net bushels. In computing indicated acreage from railroad tonnage divided by yield per acre, it is necessary to have specific information concerning the percentage of foreign matter.

Delos L. James, of the Division of Dairy and Poultry Products, attended a meeting of the National Milk Producers' Federation in Pittsburgh, on Thursday and Friday of last week. He conferred with delegates in attendance concerning methods employed by milk producers' associations in solving their problems of marketing.

Rob R. Slocum, of the Division of Dairy and Poultry Products, left last Sunday for points in Ohio, Indiana, Illinois, Missouri, Kansas, Nebraska and Iowa to investigate methods of handling poultry and eggs in packing plants. He will be gone about a month.

Charles E. Eckles has been appointed Junior Marketing Specialist in the Division of Dairy and Poultry Products. He has reported for duty at Chicago where he will assist Nick Fennema, in charge of the local dairy and poultry products office.

Frank George Jr., Division of Information, left Washington Sunday for Rochester, Albany, and New York City to confer with bureau representatives on the preparation of releases for the press and to confer with representatives of publications concerning the use of bureau material.

Dr. Frank App of New Jersey, Research Agent in Marketing for this bureau, spent two days last week in Washington completing his report on the milk marketing study made in the Philadelphia territory.

Arthur W. Palmer, of the Division of Cotton Marketing, leaves Washington today for points in Arizona and California for the purpose of studying cotton marketing conditions.

H. C. Slade and F. W. Knight, of the Division of Cotton Marketing, will leave Washington November 15 for points in the Cotton Belt to purchase cotton for standards.

W. P. Barbot, of the New York office of the Division of Cotton Marketing, was a visitor in Washington last Tuesday, Wednesday, and Thursday. Mr. Barbot attended the meeting of representatives of the cotton trade called by the Federal Reserve Board.

J. C. Gilbert, of the radio market news service, left Washington last Thursday for southern points to meet with State marketing officials, at their request, to adjust radio and other market news distribution work. At Clemson College, he will confer with Director of Extension Long and assist in working out plans for the receipt and distribution of market news. At Atlanta, Mr. Gilbert will arrange for the distribution of the marketgram, primarily to newspapers, through our Atlanta office. He will also confer with Director Duncan of the Alabama Polytechnic Institute and with Director Rhodes of the Florida State Marketing Bureau, returning via Raleigh and Richmond to confer with State marketing officials in those cities. Mr. Gilbert expects to return to Washington November 19.

E. J. Murphy was in Philadelphia last week where he presented the case for the government in a hearing afforded a licensed grain inspector of that city for alleged misgrading of grain.

Fred G. Smith, of the Chicago office of Federal Grain Supervision, spent Friday in Washington where he stopped over enroute from Philadelphia after conducting a hearing against a licensed grain inspector of that city.

Harold Anderson and Parker J. Bollman, of the Baltimore office of Federal Grain Supervision, were in Washington Tuesday on official business.

William L. Smith, Messenger, Grain Division, resigned, effective November 10, to enter the commercial field. He was the recipient of a gold watch chain from his many friends in the Grain Division.

Miss Mary G. Lacy, Librarian, is spending a brief vacation at her home in Richmond, Va.

Carl Nagel, Warehouse Division, is visiting points in Vermont, Massachusetts, New York and Pennsylvania, to make original and subsequent inspections of wool warehouses and to interview bankers, warehousemen and others who are or may become interested in the warehouse act.

F. B. Wilkinson is spending a two-weeks' vacation at his home in Kenbridge, Va.



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November 20, 1923.

Vol. 9, No. 20.

## 1. PLAN FOR HANDLING SURPLUS PRODUCTS OUTLINED BY CHIEF.

The plan, advocated in the Northwest and favorably mentioned by the Secretary at Chicago last week, for establishing equality for agriculture under the protective tariff as a means of overcoming the agricultural depression was discussed by Dr. Taylor at the bureau council meeting yesterday morning. This depression, the Chief pointed out, was due to the differences between the prices farmers receive for their products and the prices they pay for the things they buy.

Dr. Taylor said: "There are three lines of attack that can be made at the present time upon the agricultural depression. One is the long-time attack of increased efficiency, some readjustment in agriculture, some curtailment of agriculture in the movement of farmers from country to city and in some measure, dismantling of agriculture, which means the dismantling of homes as well as farms.

"The other two lines of attack center definitely upon the wide discrepancy between the prices of farm products and other products. There are two "assaults" that can be made upon this wide discrepancy. One is the enacting of legislation, or rather the repealing of such laws as give industry its strategic position at present and enable it to retard deflation. In that way, prices of the things farmers buy can be brought more nearly to the level of the prices the farmers receive for the products they sell. This would mean repealing immigration legislation and tariff legislation. Increased flow of labor would greatly reduce wages and increased flow of products from other countries, through the reduction of tariff, would reduce the ability of manufacturers to pay present wages because they would not have a protected market in which to sell their products at high prices. Most people, looking at that line of attack, are inclined to object strenuously to it on the ground that the world, outside of the United States, is in a demoralized condition, and to throw, at this time, all the people of this country into open competition with the peoples outside of the United States might be disastrous to American civilization. So, that line of attack is not being followed up very vigorously."

The essence of the plan, outlined by the Secretary at Chicago, Dr. Taylor explained, is: "An adequate protective tariff made effective through an export commission to handle the surplus product abroad, merchandising it, selling it to the people who want it and helping to finance their buying, as in the case of Italy or other countries where the finances, from a long-time point of view, are good. By this method, the domestic prices of farm products would rise as high as, but not above, the same ratio which existed between the prices of farm products and other products for a five-year period prior to the war. In disposing of the surplus of a product abroad at the world market price, which would be appreciably below the domestic price, there would be a loss which it is proposed to cover by

assessing a tax upon the specific farm product sufficient to cover this loss and the price to the farmer would be below the domestic sale price by the amount of the tax. This tax would be a pressure on readjustment in the direction in which we think readjustment should take place, that is, toward those lines of production of which there is little or no surplus for exportation."

Dr. Taylor pointed out that the people of the Northwest from the Red River Valley clear through to the Cascades are advocating this plan.

#### Other Speakers at Council Meeting.

W. A. Schenckfeld made a brief statement with regard to filing systems, and was followed by C. L. Snow who referred in some detail to the work of the Section of Mails and Files. He outlined the procedure in the receiving, sorting, time-stamping, routing, recording, distributing, mailing, and filing of a typical letter. He also expressed appreciation for the helpful attitude of all, and called attention to how the work can be expedited by further cooperation particularly in the prompt handling of Secretarial letters, the placing of divisional initials on return envelopes and questionnaires, and the prompt return to the files of correspondence withheld by divisions.

F. J. Hughes discussed briefly the present status of reclassification and stated that the work is proceeding in an orderly manner. Representatives of the bureau and department are in close cooperation with the Reclassification Board, he said. As the work proceeds, questions will be taken up in detail with divisions interested.

#### 2. LIVESTOCK AND MEAT MARKET REPORTERS TO MEET.

Livestock and Meat Market Reporters of the Livestock, Meats and Wool Division will meet in annual conference at Kansas City, November 23 and 24. Among those who will attend from the Washington office are C. V. Whalin, C. E. Gibbons and R. D. Conklin. Messrs. Gibbons and Conklin left Washington November 17 for St. Louis and from that point they will go to Kansas City to attend the conference, thence to Omaha, St. Paul and Chicago. At the latter point they will attend the International Livestock Show before returning to Washington.

Each branch office representative will make a report at the conference in which the progress and accomplishments of his office will be reviewed. Another session will be devoted largely to the technique of market reporting and utilization of market information and carefully thought-out and prepared talks will be given by each one appearing on the program. Market grades and standards for livestock will be considered, at which time the following questions will be debated:

Should we have separate standards for fed cattle and grass fat cattle?

Should we have separate standards for native and western sheep?

Should we have separate standards for milk fed calves and grass calves?

Should we have separate standards for milk veal and grass veal?

The fourth and last session, to be held Saturday afternoon, will be largely a round-table meeting, especially devoted to suggestions and remarks by all for the good of the service.



### 3. EXTENDING NEWSPAPER DISTRIBUTION OF MARKET NEWS.

To assist branch office representatives in preparing their releases in approved newspaper style, a representative of the Division of Information will visit branch offices in the near future. Reports gathered from a number of leased wire offices regarding newspaper contacts are being studied by the Division of Information, and the division will cooperate with these offices in strengthening their press contacts.

Frank George, of the Division of Information, visited our offices at Rochester, Albany, and New York City last week for the purpose of extending our market news contacts among newspaper men. After ascertaining the particular requirements of certain New York publications, he completed arrangements with them to use more bureau material.

Mr. George reports that nearly fifty daily newspapers, country weeklies and monthlies, are now publishing regularly the daily and weekly market reviews prepared by C. L. Brown in charge of the Rochester, N. Y., fruits and vegetables office. Mr. Brown has been making a special drive to induce editors to publish the reports and has had considerable success. In doing this he is preparing the releases in the approved newspaper style desired by editors, by writing "leads" in the first paragraph that give the reader at a glance the high lights of the market. Editors are busy men and have not the time to write their own stories out of the mass of figures contained in market reports. Mr. Brown, therefore, is putting up the reports in shape that editors can use "as is" in their journals. It is suggested that other field offices emulate Mr. Brown's example.

Mr. Brown has found that the most effective method of selling the service is to interview publishers personally, rather than to try to do business by mail. O. D. Miller, of the New York office, is also developing newspaper and radio contacts, in cooperation with the State Department of Farms and Markets.

Farm Bureau publications in 14 Counties in up-State New York receive Mr. Brown's weekly reviews. Seven daily newspapers at Buffalo, Syracuse, Rochester, Utica, Batavia, and Oswego, as well as 22 country newspapers, publish the daily reports.

To reach several thousand readers at one stroke through the columns of newspapers is a very economical and effective method compared with mailing reports to a similar number of individual subscribers.

### 4. SPECIAL GRAIN MARKET REVIEWS BEING ISSUED.

Special weekly grain market reviews are now issued by the Grain Market News Service. This service is being developed in the Hay, Feed and Seed Division by G. A. Collier.

The reviews are being broadcast by radio from several of the large broadcasting stations and are being distributed over the leased wire and by mail for publication in trade and farm journals and the daily press. They are also available to any agency or association that can use them in its marketing work or give them further distribution.



## 5. AGRICULTURAL FINANCE STUDIES REPORTED UPON.

What the Federal Intermediate Credit Banks have done during their first six months of operation was studied by Gordon F. Cadisch, Assistant Economist, Division of Agricultural Finance, on his recent visit to the Federal Intermediate Credit Banks of St. Louis, Omaha, Spokane, Berkeley, and Houston. Information gathered at these banks, together with reports from the remaining institutions, indicate that the new government banks have loaned approximately \$32,000,000, of which about \$24,000,000 have gone to cooperative marketing associations, and \$5,000,000 to cattle loan companies, agricultural credit corporations, and State banks and trust companies.

Loans to the larger cooperative marketing associations have been made on warehouse receipts secured by raisins, cotton, tobacco, wheat, alfalfa, and red top clover seed, and canned fruits and vegetables, Mr. Cadisch reports. The Berkeley bank will probably make loans on rice and dried prunes.

Of approximately \$3,000,000 which have been loaned to financial institutions, about \$6,000,000 have been used in liquidating paper held by the War Finance Corporation, State banks and trust companies, and cattle loan companies. Approximately \$2,000,000 have been loaned for development and production purposes. The introduction of dairy cattle through the agricultural credit corporation appears to be one of the largest factors in advancing the farming interests of several midwestern and far western States, Mr. Cadisch says. The assistance being given to the live stock industry especially in Texas can hardly be overestimated. Live stock loans are expanding rapidly, although cattle loan companies are still in liquidation and large amounts of "frozen" cattle paper are being carried by the local bankers. The outlet for this paper through the new government banks has brought great encouragement to the stock raisers, he reports. Owing to the drastic liquidation in the cattle industry, many ranges are under stocked. With a more promising outlook, it is generally believed that the industry will soon be on a sound financial basis.

According to Mr. Cadisch, present indications point to the following tendencies in the operation of the new banks: State banks and trust companies which are not members of the Federal Reserve system are rapidly seeing the advantages of rediscounting with these institutions; farmers' interest rates are tending to lower levels, especially in the Southwest; new capital is being introduced into communities which have never had adequate financing facilities; and cooperative marketing organizations have been given still further encouragement by being able to get ample funds at satisfactory rates.

## 6. EXAMINATION FOR BIBLIOGRAPHIC ASSISTANT ANNOUNCED.

An open competitive examination for reference and bibliographic assistant (foreign documents) at a salary range of \$1,800 to \$2,400-a year, has been announced by the Civil Service Commission. Although women may enter the examination, men are desired for the position in this bureau.

Announcements stating prerequisite requirement, and duties and giving other information may be had upon application to the Personnel Section or the Civil Service Commission.

#### 7. WESTERN EXTENSION CONFERENCE MAPS OUT FUTURE PROGRAM.

Representatives of eleven range States, including directors of extension, livestock specialists, dairy specialists and extension workers, participated in the Western States Extension Conference, from which C. V. Whalin just returned. The purpose of the conference, which was held at Fort Collins, Colo., November 5-9, was to review extension work during the past year and to map out a program for the States represented, up to and including 1930. This program was drawn up and it is expected a copy will be received in the office in the immediate future.

The compilation of a range handbook was discussed, Mr. Whalin reports, and it was decided to prepare a handbook in two sections - one dealing with livestock and the other covering dairying. It will be issued in form for ready reference by county agents and other extension workers.

Mr. Whalin met with committees at the conference and discussed the possibilities of extending the market news service on livestock, including the use of radio in disseminating the news.

The States represented were: Arizona, California, Colorado, Idaho, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming, and Texas.

#### 8. GOVERNMENT ENTITLED TO LOWEST TRANSPORTATION RATE AVAILABLE.

In The B.A.E. News of November 6, item No. 7, entitled "Transportation Requests Not the Equivalent of Cash," told of the refusal of an agent of the Illinois Central to honor a transportation request for a summer tourist excursion ticket.

There are several decisions of the Comptroller General clearly to the effect that cash stipulations in tariffs do not apply to the government and that the furnishing of transportation on a government request waives the cash requirement, our accounting office advises. These, as well as other decisions, hold that the government is entitled to the lowest rate available for the service furnished.

The account of the Illinois Central, which included the transportation furnished in place of the excursion ticket requested, has been prepared for submission to and direct settlement by the General Accounting Office, and it is believed that payment will be made on the excursion rate basis.

All employees who travel on official business should insist on securing the lowest rate available and when this is refused, immediate notice should be given to the Washington office.

#### 9. PAYMENT OF TAX ON GASOLINE.

Laws of the different States relating to tax on gasoline are digested in a mimeographed statement prepared by the Office of the Solicitor. Arizona, Indiana, New Mexico, Oregon, Pennsylvania and South Dakota exempt the Government from payment of the tax, therefore employees paying tax in these States will not be reimbursed. In all other States, employees are authorized to pay the tax when included in the sale price of gasoline. Copies of the Solicitor's statement are available for distribution. If you have not received a copy, make application to your head clerk.



#### 10. ILLUSTRATIONS FOR MANUSCRIPTS REQUIRE SPECIAL CARE.

Illustrations submitted with manuscripts should be chosen with a view to good reproduction. Only those should be included that are definitely needed. They should be placed on letter-size sheets, lightly pasted on the corners or fastened in slits. They should be numbered consecutively, each number followed by a legend.

When several pictures are to be reproduced on one page, a letter-size sheet should show the proposed layout in pencil with approximate reductions. Negative number of print should be penciled in each space. The prints themselves should not be attached to the layout sheet, but should be mounted, each on its own letter-size sheet, and these sheets should be fastened to the layout sheet. The layout sheet should carry the legend.

Each photograph submitted should have lightly penciled on the back the legend and the title of the manuscript it accompanies so that it may be identified readily if mislaid.

Illustrations should not be trimmed too closely. They should never be pasted firmly to a sheet or mount. They should never be attached to a sheet that carries text.

When large graphs and maps are submitted, dummy sheets bearing the legends should represent them in the manuscript, and the legends should be fastened to the originals as well. If standard-size reductions of the oversize illustration can be placed in the manuscript, an advantage is gained, especially when the manuscript is sent to other bureaus for review.

Attention to all such details will tend to facilitate the progress of manuscripts to and through the press.

#### 11. INK FOR FOUNTAIN PENS AND FIELD STATIONS.

A saving of 50 per cent in the cost of fountain pen ink can be effected by making the purchase in quart rather than 4-ounce bottles. The Supply Section has this ink in quart bottles in stock, and employes in Washington now using the small bottles with special filler-stoppers should return such bottles to the Supply Section for refilling rather than request new bottles of ink. For offices in the Bieber and adjoining buildings, Mr. Duvall, in Room 422, Bieber Building, will perform this service. As the quart bottles of ink cost but 32 1/2 cents on contract, arrangements have been made to ship this ink to field stations since it appears that similar ink in the field costs from \$1.25 to \$1.50 per quart. The ink may be used for general writing purposes as well as for fountain pens.

#### 12. ENCLOSURES TO LETTERS.

In order that the files of the bureau may be complete, copies of tables, statements or other enclosures should be attached to the carbon copy. If the enclosures are bulletins or other printed matter or mimeographed or multigraphed material, the filing of duplicates will not be necessary, but a notation regarding the enclosures should be made on the carbon copy if they are not specifically referred to in the letter.



13. CHIEF'S CORRESPONDENCE.

Copies of letters signed by the Chief, the Acting Chief, or Assistant Chief, should not be furnished to any one by members of the bureau staff without first taking up the matter with the Office of the Chief. Because some letters deal with questions of policy, it is very important that the Chief or his assistants should determine what distribution, if any, should be made of such letters. The rule to be adopted, therefore, will be that no correspondence signed by the Chief or his assistants shall be considered with those outside the bureau except through the Chief's office. Although divisions may actually prepare the letters, this authorship should not be divulged, and it should be remembered that if the Chief signs the letter it becomes his letter and he becomes responsible for the statements made therein. Division and project leaders and others who prepare these letters are asked to observe this request in handling copies of the Chief's correspondence.

14. TABULATING AND COMPUTING MACHINES POOLED IN "C" BUILDING.

In order to increase the efficiency of the use of tabulating and computing machine equipment in "C" building, arrangements have been made for the pooling of this equipment, and its location in one room as a unit of the Machine Tabulating Section under the supervision of B. B. Smith. The equipment is available for all employees located in "C" building.

This arrangement permits more efficient utilization of present equipment by making it available to a greater number of employees, and eliminates the necessity for purchasing additional equipment to meet constantly increasing demands.

15. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending November 16 are:

American Chamber of Commerce for Italy.

Year book, 1921. Milan [1922]

Benedict, M. R.

... A handbook on South Dakota farm production costs...

Pierre, S. D., State Publishing Company, 1923. (South Dakota. Dept. of Agriculture. Circular No.4)

Boston. Chamber of Commerce.

Directory of agricultural and affiliated organizations of New England, 1921. Boston, Chamber of Commerce, 1921.

Brandenburg, S. J.

Contributions to thought on agricultural and land economics by the English economists and contemporary writers to the time of Adam Smith... Madison, 1922. Thesis - University of Wisconsin.

Burdick, R. T.

Marketing references... [n.p., 1923] Mimeographed.

Great Britain. Empire Cotton Growing Corporation

[1st] report of the executive committee... 1921/22. [n.p., 1922?]

Harvard University. Graduate School of Business Administration.  
Bureau of Business Research.

Operating expenses in retail jewelry stores in 1922. Cambridge, Harvard University Press, 1923. (Bulletin No.38)

Keir, Malcolm Robert.

Industrial organization, an introduction to the study of economics... New York, The Ronald Press Company, 1923.

Manchester Guardian Commercial.

European reconstruction. Section 15. Manufacturing capacity. Manchester, 1923.

Massachusetts. Commission on the Necessaries of Life.

Report of the Special Commission on the Necessaries of Life relative to the retail marketing and distribution of meat products, the conditions affecting the prices of such products, and the establishment and maintenance of public slaughterhouses. Under chapter 34, Resolves of 1922. January, 1923. Boston, Wright & Potter Printing Company, state printers, 1923.

Minnesota. Railroad and Warehouse Commission.

Biennial report of the chief inspector of grain, 1919/20-1921/22. Minneapolis [1922]

Oregon. State Banking Dept.

15th annual report, 1922. Salem, Ore., State Printing Department, 1923.

U. S. Bureau of Labor Statistics

Miscellaneous series. No.340.

Ta Chen. Chinese migrations with special reference to labor conditions. 1923.

#### BUREAU BREVITIES

16. IN THE BOWLING LEAGUE. Livestock took three games from Interdivision; Stenographic won three games from Crop Estimates; and Fruits and Vegetables beat Information two out of three games last night. Individual high scores included: Misses Jordan, 94; Scarlett, two games at 92; Robinson, 91; Bowman, 88; Rosenberg, 88; Helgendorf, 86; Hickcox, 85; Linn and Viehmann, 82; Quill, 81; and Shinas, 80.

Miss Edna M. Jordan was elected president of the girls' league, and Mrs. Cecile Linn, secretary-treasurer. The captains of the teams are:

Miss Robinson, Fruits and Vegetables; Miss Masse, Stenographic; Miss Kelly, Livestock; Miss Day, Interdivision; Miss Arendes, Crop Estimates; and Miss Viehmann, Information.

The men's league did not meet last week.

17. TENTATIVE GRADES FOR CITRUS FRUITS, outlined by the Fruit and Vegetable Division, are now being used in Florida in the shipping-point inspection work. Eight grades are provided for in the specifications. Inspections of citrus fruit have been started at Clearwater and Palmetto. Robert Bier, A. E. Mercker, O. G. Strauss, P. D. Rupert, B. E. Shaffer and F. E. Hooper, all of the Fruit and Vegetable Division, are now in Florida to carry on the inspection work.

18. A COMMITTEE OF THE NATIONAL POULTRY BUTTER AND EGG ASSOCIATION consisting of L. B. Kilbourne, President, and Harrison F. Jones, executive secretary, of the association, and Frank Urner of the New York Produce Review, a Mr. McDaniel of Cleveland, and Mr. Brownell of Washington Court House, Ohio, will visit the bureau on November 22 and 23 for a conference on questions relating to cold storage reports on dairy and poultry products and the standardization of eggs.

19. PORTER R. TAYLOR, CHIEF OF THE PENNSYLVANIA BUREAU OF MARKETS, called on J. Clyde Marquis, last week to secure more information on certain markets for radio broadcasting throughout the State of Pennsylvania. He also discussed the clarifying of relations between the market news service of the bureau and the State.

20. MR. EATON of the NEW YORK DAIRYMEN'S LEAGUE visited the bureau on November 15 and 16 and conferred with representatives of the Division of Dairy and Poultry Products regarding the dairy market reports issued by that division.

21. TENTATIVE STANDARDS AND GRADES FOR EGGS as proposed by this bureau will be demonstrated at the meeting of State Marketing officials, at Chicago, December 5.

22. PUBLICATIONS issued by the Bureau of Agricultural Economics on markets, crops and farm management are listed in a mimeographed circular just prepared by Miss M. Thomas, of the Division of Information. Copies may be had upon application to that division.

23. THE ENTRANCE TO H. J. BESLEY'S room has been changed from room 400 to room 402.

24. WALTER H. J. COLEMAN, who has just returned from Russia, called on Mr. Tenny last week to discuss crop conditions in Russia. Mr. Coleman came to Washington at the request of Edward A. Foley, our Agricultural Trade Commissioner at London.



PERSONALS

C. V. Whalin, in charge of the Livestock, Meats and Wool Division, returned to Washington November 16 after attending a conference of the Directors of Extension in the Range States which was held at Fort Collins, Colo., November 5-9.

Roy C. Potts attended a dinner at the Continental Hotel, Washington, given by the De Laval Separator Company to its sales representatives in the eastern and southern territory, Monday, November 19.

Gordon F. Cadisch, Assistant Economist, Division of Agricultural Finance, has returned from a three-months investigation in the western States. Among his addresses in Oregon he spoke before the Oregon Cooperative Council, the Agricultural and Finance Divisions of the Portland Chamber of Commerce and the Oregon Bankers Association, and the Farmer-Banker meeting of the Marion County Bankers Association. In California, in cooperation with B. H. Crocheron, the Director of Agricultural Extension, University of California, he prepared a series of six lectures for farm advisers on "How and Where the California Farmer Can Get Credit." In addition, Mr. Cadisch investigated the financing of the boxed apple crop of the Northwest, and the live stock industry of the South and Middle West.

B. F. McCarthy, in charge of the New York Livestock, Meats and Wool office, delivered an address entitled "Economics of a Meat Carcass" before the New York Meat Council, November 15.

E. W. Baker returned to his headquarters in Chicago, November 13 from an extended trip to the eastern and southeastern States, where he inaugurated livestock market reporting services at Atlanta, Ga., and Jersey City and New York City.

John Frazier, Grain Division Supervisor, New York City, spent several days in Washington last week while enroute to Chicago.

John Edwards of the Board of Review, General Field Headquarters of the Grain Division, Chicago, was in Washington last week. In company with John Frazier he made a short visit to Norfolk.

G. O. Gatlin is in Washington to discuss cooperative marketing with bureau officials and others. He plans to be here about a week before returning to his headquarters at Murray, Ky.

H. K. Holman Jr., Warehouse Division, is absent on annual leave.

Miss Elsie Robertson has been transferred from the Section of Mails and Files to the Cotton Division.

# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

November 27, 1923.

Vol. 9, No. 21.

## 1. MR. OLSEN TO HEAD DIVISION OF AGRICULTURAL FINANCE.

Nils A. Olsen has been selected to succeed V. N. Valgren as leader of the Division of Agricultural Finance, Dr. Taylor announced to-day. Mr. Valgren's resignation takes effect November 30, and on this date, Mr. Olsen will assume charge.

Mr. Olsen was appointed to the Office of Farm Management in 1919 when he engaged in research in agricultural history. In May, 1922, he was assigned to the Advisory Seed Loan Committee in connection with work incident to the farmers' seed grain loans in the Northwest. He had charge of the seed grain loan office at Grand Forks, N. Dak., and handled the making and collecting of seed grain loans for fourteen months. This experience gave him an excellent opportunity to study questions of agricultural finance. Last July, Mr. Olsen resumed the study of the history of the Northern Great Plains. This fall he was recalled to assist in a special report on the wheat situation which was being compiled under the direction of Dr. O. C. Stine.

Mr. Olsen received his A. B. degree from Luther College, Iowa. He took graduate work at Johns Hopkins and in 1909 received his A. M. degree in history and economics at the University of Wisconsin.

## 2. FRUIT AND VEGETABLE MARKET NEWS MEN TO CONFER.

December 10, 11 and 12 will probably be the dates for a get-together conference in Washington of market news men of the Fruit and Vegetable Division. A program is now being outlined, and within a few days it is expected that definite topics for discussion will be assigned to field and market station men.

Because of the necessity for carrying on the work of the field offices at all times, it will not be possible to bring all market news men to Washington. Substitutions at the markets are being arranged for and it is hoped that at least fifteen men can be released to attend.

It is expected that the subjects to be discussed will be grouped in three general classes: First, standardization as it relates to the securing and the preparation of market and f.o.b. reports and the meaning of the terms normally employed in them; second, the development of new means of distribution of our information through the press, by radio and by other means; and third, a discussion of the relation of the work of the Fruit and Vegetable Division and the work of other divisions of the bureau.



### 3. BUREAU COOPERATING TO MAKE STATE MARKETING MEETING SUCCESS.

One of the best meetings in the history of the National Association of State Marketing Officials is being looked forward to by the marketing officials, according to F. B. Bomberger, President of the association. The response from State marketing officials throughout the country has been very encouraging, he reports, and the marketing officials of this bureau are co-operating in every way to make the meeting a success.

Dr. Taylor will go to Chicago the latter part of this week and will speak at the banquet given by the association Tuesday evening, December 4. Lloyd S. Tenny will participate in the meeting and on Monday will deliver an address entitled "Development and Growth of Cooperative Marketing in the United States." W. A. Schoenfeld and J. Clyde Marquis will also participate in the proceedings.

W. F. Callander, chairman of the Committee on Crop Estimates of the association, will discuss the relation of crop statistics to marketing programs. Walter P. Hedden, in charge of research work for the Port of New York Authority and a cooperative employe of this bureau, will talk on "Some Results of Terminal Market Studies."

To demonstrate the tentative grades and standards for eggs as proposed by this bureau, R. C. Potts will attend. This demonstration will take place on December 5. W. A. Wheeler will stop off at Chicago en route to Kansas City. E. C. Parker, also of the Hay, Feed and Seed Division, will be at Chicago to listen in on the discussions and to visit the hay and grain show in connection with the International Livestock Exposition.

Because many of the State officials are deeply interested in shipping-point inspection of fruits and vegetables, F. G. Robb will represent the Fruit and Vegetable Division at the meeting. J. C. Gilbert, Division of Information, will take an informal part in the program. Miss Helen L. Bonebrake, editor of State and Federal Marketing Activities, will attend in order to meet the marketing men with whom she hopes to establish better contacts for obtaining State marketing news, and to report the meeting.

### 4. BUREAU REPRESENTATIVES TO ATTEND LIVESTOCK EXPOSITION.

Among those who will attend the International Livestock Exposition to be held at Chicago during the first week of December are W. C. Davis, of the Livestock, Meats and Wool Division, and Don J. Slater of the St. Paul office of that division. Mr. Davis left Washington November 24, and he, assisted by Mr. Slater, will be in charge of the department's meat exhibit. While in Chicago, Mr. Davis will work with O. J. Thompson, of our Chicago office, in checking meat grades and visiting members of the trade relative to our market reporting service on meats.

C. V. Whalin, C. E. Gibbons and R. D. Conklin, who were in Kansas City last Friday and Saturday participating in the meeting of livestock and meat market reporters, will visit the show en route to Washington.

Ben L. Perkins, Division of Information, will attend the show as the bureau representative in connection with the exhibits. J. C. Gilbert, who will be in Chicago attending the State Marketing Officials meeting, will also assist at the show demonstrating the radio exhibit.

Representatives stationed at Chicago and those there in connection with other meetings will no doubt visit the exposition.



#### 5. COMMITTEE TO CONSIDER FARM COST ACCOUNTING METHODS.

To analyze carefully the present methods and field technique now used in the farm cost accounting investigations carried on cooperatively by the several State universities and this bureau, a committee has been invited by the Cost of Production Division to meet in Washington December 29-January 4. The Committee consists of George A. Pond, University of Minnesota, Emil Rauchenstein, University of Illinois, J. B. Hutson, University of Kentucky, C. G. Worsham, University of South Dakota, and O. A. Juve, Division of Cost of Production.

The farm cost accounting work (which term applies directly to the detailed cost work) was first initiated in the year 1902 in Minnesota. Since the initial project, substantial improvements have been made in the methods used and the character of the research data obtained, R. H. Wilcox states. The calling of this conference and the outlining of the duties it will have in hand is right in line with the spirit of improvement which has existed in this work since it was initiated.

#### 6. FAREWELL LUNCHEON GIVEN MR. VALGREN.

Members of the staff of the Division of Agricultural Finance were hosts at a farewell luncheon given in the conference room of the Bieber Building yesterday in honor of V. N. Valgren, Economist in charge. Mr. Valgren's resignation takes effect next Friday when he leaves for Hartford, Conn., to handle crop and kindred lines of insurance for the Automobile Insurance Company, a subsidiary of The Aetna Life Insurance Company.

Gordon F. Cadisch, on behalf of the division, presented Mr. Valgren with a handsome pig-skin golf bag. Mr. Cadisch expressed the sincere regret each one felt at Mr. Valgren's departure and pledged true friendship and good will.

Mr. Valgren, in acknowledging the gift, expressed his appreciation of the loyal support each member had given him in the conduct of the work. He briefly explained that he was leaving only because he felt the new position offered him a splendid opportunity to put into practice some of the theories he had been advocating in regard to crop insurance.

#### 7. ANOTHER PIG SURVEY UNDER WAY.

About 450,000 pig cards have been sent to rural mail carriers throughout the country, and it is expected returns will be in ready for tabulation by December 12. Returns from previous counts have averaged about 50 per cent, W. F. Callander states.

The work of tabulating results is done in the Machine Tabulation Section on Hollerith machines, under the direction of B. B. Smith. In order that the report may be issued about January 10, it is planned to complete tabulating the returns by January 1.

#### 8. STAFF INVITED TO ILLUSTRATED LECTURE.

Members of the staff are invited to attend an illustrated lecture to be given by Dr. W. E. Safford, Botanist of the Bureau of Plant Industry, in room 411, Bieber Building, Wednesday, November 28 at 3:30 p. m. Dr. Safford's title is "Our heritage of food and textiles from the American Indians." He will discuss the developments of the cotton and other industries in America prior to the discovery by Columbus, basing his conclusions on excavations made in Peru and discoveries made in connection with mummies.

#### 9. SPECIAL BOLL WEEVIL INQUIRY BEING MADE.

To determine the relative merit of methods used in combating the boll weevil under different soil and weather conditions, the Division of Crop and Live Stock Estimates has sent out 200,000 copies of what is known as a Special Boll Weevil Inquiry. It is hoped that from a study and comparison of the experience of actual farmers and practical cotton growers, the bureau may learn more about what methods of growing cotton profitably have proven successful in spite of the weevil and under what conditions certain methods succeed or fail.

#### 10. MANY ESTIMATES AND REPORTS COMPILED.

About 2000 forecasts, estimates and reports are issued yearly by the Division of Crop and Livestock Estimates. These cover 74 crops and 6 classes of livestock as well as many economic subjects. Estimates and reports compiled and published during the calendar year, 1923, are listed in a mimeographed circular just released. This circular comprises 38 pages to merely list the reports and to give the date of inquiry, date completed, and date available to public. Copies may be had upon application to the Division of Crop and Livestock Estimates.

The bulk of the inquiries, excepting those relating to prices, are made as of the first of the month, and the results are tabulated on or before the eighth, ninth, or tenth of the month and released "immediately." Monthly live stock inquiries are tabulated after the tenth and prices after the fifteenth. They are released immediately on completion. Annual reports are made at the same time each year. Estimates are made by States and assembled to make United States totals. The State reports exceed 40,000 in number.

Among the special estimates given out during the past year are: Corn acreages in southern States; total acreage of oats cut; quantity of sweet potatoes in public storage; land used for pasture; per cent of total expenditure for fertilizer spent for manure, lime and other fertilizers; movement of population on and off farms; time of moving on or off rented farms; changes in occupancy of rented farms; and average weight per head of sheep slaughtered on farms. Special reports have included: Reports on farmers' intentions to plant corn, winter wheat, barley, rye, cotton and tobacco; and reports on receipts from different sources and expenses for specified purposes on individual farms, and on cost of producing eight of the leading crops.



# 11. ARE YOU COOPERATING WITH SECTION OF ACCOUNTS?

Members of the staff stationed in the field and those traveling from Washington are not following the instructions issued at the beginning of the fiscal year to forward to Washington the stubs of transportation requests as the requests are issued. W. H. Stanton calls attention to the fact that the present accounting system provides that all liabilities against the various funds be entered as promptly as possible. Unless this is done, it will never be possible to give a reasonably up-to-date statement of the condition of the funds. If you are not already doing so, please begin at once forwarding direct to Mr. Stanton, of the Section of Audits and Accounts of this bureau, stubs of transportation requests issued by you. A brief record of the date, request number, points between which travel was made, and the cost, should be kept, in order that this information can be shown on your reimbursement voucher when submitted.

# 12. TRANSPORTATION BETWEEN PLACE OF DUTY AND ABODE.

On November 2, 1923, the Comptroller General modified previous decisions relative to transportation between place of lodging or where meals are taken and place of duty so as to allow the cost thereof to be charged as transportation instead of as subsistence, where the nature and location of the work are such that meals and lodging cannot be secured in the vicinity of the place of duty and the place is inaccessible except by means of special conveyance. A full explanation showing the necessity for using the special means of transportation, and stating that the place of abode was the nearest place at which subsistence could be obtained must accompany the reimbursement account in which the expense is claimed.

It must be understood that where the travel is such as is required of the public generally in going to or from its work, or is only made for the employe's convenience, the cost of the transportation is still held as an expense incidental to subsistence and will be charged as such. In this class will be embraced car fare, bus fare and ferry fare, and taxi-cab hire when used in lieu thereof.

# 13. ACCOUNTING PROCEDURE SIMPLIFIED.

As a means of simplifying the accounting procedure of the bureau, the detailed work incident to the quarterly distribution of funds will be discontinued. Hereafter it will be unnecessary to calculate the quarterly distribution of allotments when submitting Form 104. This detailed distribution will no longer be shown in the letters of allotment issued by the Office of Accounts or carried on the ledger record "Summary of Allotments" kept in the Office of Accounts. Information by quarters will also be discontinued on the monthly statements showing condition of funds.

# 14. TO THE FIELD.

Office of the Secretary Memorandum No. 457, relating to actual traveling expenses.



15. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending November 23 are:

Anglo-American Year Book and International Directory, 1923.

London, American Chamber of Commerce in London, Inc., 1923.

Ball, C. R.

The wheat situation in the northern Great Plains area...  
(In Proceedings of the 36th annual convention of the Association of Land-Grant Colleges, 1922. p.35-92)

Davies, Clement E.

A treatise on the Agricultural holdings acts, 1903-1920.  
2d ed. by Sydney E. Pacock. London, the Estates Gazette, Ltd.,  
[1921]

Firmo de Sousa Monteiro, José.

A agricultura em Angola: breve resumo sobre os recursos agrícolas da Província de Angola. Lisboa, Agência geral de Angola, 1922.

Great Britain. Ministry of Agriculture and Fisheries. Departmental committee on distribution and prices of agricultural produce... Interim report on meat, poultry and eggs...  
London.

H. M. Stationery Off., 1923. (Parliament. Papers by command. Cmd.1927)

Great Britain. Food Investigation Board. Engineering committee.  
... Insulated and refrigerator barges for the carriage of perishable foods. London, H. M. Stationery Off., 1923.  
(Special report No.15)

Kansas City, Mo. Board of Trade.

Annual statistical report for the year 1922... Kansas City, Mo., 1922.

Keatinge, G. F.

... Cotton growing in South Africa; report [to the Empire Cotton Growing Corporation] on a tour undertaken in South Africa, November, 1922-March, 1923. London, 1923.

McKinsey, J. O.

Controlling the finances of a business. By J. O. McKinsey... and S. P. Meech... New York, The Ronald Press Company, 1923.

Maynard, Harold H.

Marketing northwestern apples... New York, The Ronald Press Company, 1923.

Port of New York Authority.

Carrying fruits and vegetables to 8,000,000 people in Port of New York district, based on co-operative studies by the Port of New York Authority and Bureau of Agricultural Economics, W. P. Hedden, in charge of research work. Issued by the Educational council, co-operating with the Port of New York Authority... New York [1923]

Southern Fruit and Vegetable Marketing Commission.

Minutes of Southern Fruit and Vegetable Marketing Conference, Birmingham, Ala., October 13 and 14, 1922. Dallas, Tex., Southern Fruit and Vegetable Marketing Commission, 1922.

Southwest Georgia Watermelon Growers' Association.

Year book, 1923. Adel, Ga. [1923]

U.S. Bureau of Foreign and Domestic Commerce.

Trade information bulletin.

No.160. Cross, S. E. Belgian wool industry. 1923.

No.161. Butler, H. D. The London market for American textiles. 1923.

#### BUREAU BREVITIES.

16. THE GOVERNMENT COTTON REPORTS, the article by Dr. Taylor in Commerce and Finance for September 12, 1923, has been translated into Czech and is being sent through the State Department to the legation at Prague for distribution to interested persons. The Division of Statistical and Historical Research is also making arrangements to have the article translated into Italian and French for similar distribution in Italy and France.

17. "THE USE OF 'PARS' AND 'NORMAL' IN FORECASTING CROP PRODUCTION," the article by W. F. Callander and Joseph A. Becker which appeared in the October, 1923 issue of the Journal of Farm Economics, has been mimeographed and copies are now available. Application should be addressed to the Division of Crop and Livestock Estimates.

18. RADIO FOR FARMERS is the title of a mimeographed booklet which is to be distributed at the department's radio exhibit at the International Livestock Exposition, at Chicago. The booklet was prepared in the Radio Market News Service of the Division of Information.

19. IN THE BOWLING LEAGUE: The Stenographic team is leading in the Girls' Bowling League. Fruits and Vegetables and Livestock tie for second place, while Information is third, followed by Crop Estimates, and Inter-division.

In the men's league, Economics lost two games to the Secretary's Office, and Farm Management lost two games to Plant Industry.

20. SOME RESULTS FROM COST STUDIES of the operations of typical milk dealers are given in a multigraphed circular prepared by the Cost of Marketing Division. Copies of the circular may be obtained from that division.

21. NEXT THURSDAY BEING THANKSGIVING DAY will be observed as a holiday in all offices.

### PERSONALS

Dr. Taylor took the place of the Secretary on the program of the meeting of farmers and business men held under the auspices of the Western Maryland Chamber of Commerce at Frederick, Md., yesterday. The Chief discussed the work of the department, particularly the economic aspects of the work, and told the farmers that they need to know their costs of production and marketing in order to reduce them. He called the attention of business men to the things they can do in helping the farmers reduce their costs by enabling them to buy their equipment and supplies at the lowest possible prices.

Dr. Taylor pointed out that the department is trying to be helpful, and touched upon a number of the phases of the department's activities designed to help individual farmers. Particular interest was shown by the audience in the development of the shipping-point inspection work.

W. A. Sherman returned to Washington last week. He made tentative arrangements for shipping-point inspection work next season with the State Department of Agriculture of Alabama, subject to a ruling of the State Attorney General on certain legal points. Mr. Sherman reports that considerable interest in and desire for inspection was expressed in Louisiana and Mississippi, but in neither State is there the necessary legislation on the books to enable the bureau to effect cooperative agreements on inspection work.

L. H. Bean, Division of Statistical and Historical Research, left Washington last Wednesday to visit points in Illinois, Missouri and Kansas, to make arrangements for having farm prices reported weekly to the department.

Miss Eunice Butterworth, of the Division of Land Economics, left last week Thursday for a boat trip to Miami, Fla., where she will spend a five-weeks' vacation.

W. L. Evans, of the Domestic Wool Section, and J. S. Bohannon, of the Solicitor's Office, were in Philadelphia Monday, in connection with a hearing on the filing of demurrers by three wool dealers, from whom the bureau is trying to collect excess profits.

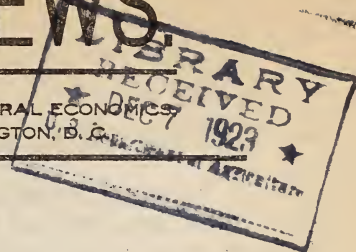
A. E. Mercker is taking a brief vacation before proceeding to Florida to assist in the shipping-point inspection work.

B. C. Boree spent two days last week at Norfolk, Va., arranging with H. H. Henderson, the Food Products Inspector there, to secure f.o.b. reports on spinach and other products shipped from the Norfolk section.



# THE B. A. E. NEWS

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



December 4, 1923.

Vol. 9, No. 22.

## 1. MARKET NEWS CONFERENCE ARRANGEMENTS BEING COMPLETED.

Sixteen men from the market and field stations of the Fruit and Vegetable Division, in addition to the Washington force, will participate in the Market News Conference to be held here December 10-12. A six-page program, including practically all of the topics suggested by the field and market station men, has been mimeographed and copies may be had upon application to E. W. Stillwell, Room 500, Bieber Building. It is hoped that both Dr. Taylor and Mr. Tenny will be present at the opening session at 10 o'clock next Monday morning. All sessions will be open to any member of the bureau who may wish to attend.

Round-table discussions with assigned leaders will be the form of the conference. The first sessions will be devoted to general topics such as policy for building up mailing lists, standardization of mimeographed reports, amendments to our market code, stencil cutting, and the popularization of our market news service. Field and market reports will be the next topic to be considered, after which the market station work with many questions relating to reporting a market will come up for discussion. Field station work, including the publication of complete destination and diversion information, uniformity of terms of payment at shipping point, best methods for obtaining certain reports and many other problems will also be considered.

Other sessions will be devoted to the development of new means of distribution of our market information through the press, by radio and other means, and to intra-bureau relationships. Arrangements are being made for representatives of those divisions which come in close contact with the work of the Fruit and Vegetable Division to participate in the program. In the absence of J. Clyde Marquis, Frank George will represent the Division of Information, and a member of the Division of Crop Estimates will outline briefly the work of that division.

It was found impracticable to bring into Washington for this conference men west of the Mississippi with the exception of the representatives from Minneapolis and St. Louis. Those who will attend include: W. H. Hall, Chicago; O. D. Miller, New York; E. R. Biddle, Philadelphia; W. E. Harrison, Baltimore; J. K. Boyd, Pittsburgh; R. H. Lamb, Cincinnati; R. M. Peterson, Minneapolis; V. G. Gibson, St. Louis; T. C. Curry, Atlanta; R. C. Bish, Cleveland; and the following men from the field: J. G. Evers, V. D. Callanan, C. E. Schultz, R. H. Shoemaker, C. L. Brown, and W. H. Mosier.

Reports of the conference will be sent to all men of the Fruit and Vegetable Division. Other members of the bureau may have copies upon application to Mr. Stillwell.

## 2. LIVESTOCK CONFERENCE.

The annual conference of the members of the Livestock, Meats and Wool Division, held at Kansas City, November 23 and 24 was one of the most successful and constructive of its kind ever held by the division according to representatives who have returned to Washington. A very interesting and instructive program was carried out and each address given showed considerable work. Interesting suggestions for the improvement of the service were made and many of them will be put into effect as soon as they have been given further consideration and properly worked out.

Discussion on standard market classes and grades proved to be the most interesting part of the program. A chart, prepared by the Drafting Section of the bureau, which illustrated the percentage proportions of the choice, good, medium and common steers sold out of first hands on the Chicago market over a period of approximately two years was of much interest and value from market reporting and standardization standpoints.

Material used in connection with the conference is being assembled and a copy will be sent to each of the branch offices of the Livestock, Meats and Wool Division.

## 3. ECONOMISTS TO MEET IN WASHINGTON.

The next annual meeting of the American Economic Association, to be held at the Willard Hotel, Washington, D. C., December 27, 28, and 29, will afford members of the staff an excellent opportunity to meet the leading economists of the country and large numbers of students, writers and persons actively engaged in industry, research and public life, and to learn their views on the economic and social problems of the present time. If you are interested in becoming a member of the association, Dr. C. L. Stewart, Division of Land Economics, Room 101-A, 200 Fourteenth St., Southwest, will furnish the necessary application blank.

Membership entitles one to attend the annual meetings and to receive all the reports and publications of the association, including the proceedings of annual meetings, The American Economic Review, and Handbook with list of membership, prize essays and so on. The dues are \$5.00 per year.

## 4. SUMMARY OF AGRICULTURAL SITUATION BEING ISSUED BY SECRETARY.

A four-page summary of the agricultural situation was prepared by this bureau for issuance by the Secretary on December 1 to 18,000 farmers throughout the country. This summary, which is a condensed and slightly modified form of our monthly periodical "The Agricultural Situation" will be issued by the Secretary on the first of each month, according to present plans.

The Agricultural Situation is a monthly review of economic conditions prepared by A. B. Genung for extension workers and the staff of this bureau, but is not for general distribution. The summary signed by the Secretary is for general release. It is multigraphed on blue sheets and is entitled "The Agricultural Situation" - the same as our monthly.



5. LECTURE TO BE GIVEN THURSDAY.

Through a misunderstanding, the conference room was not available last Wednesday for the lecture of Dr. Safford. Arrangements have now been made for his illustrated lecture on "Our heritage of food and textiles from the American Indians" to be given in room 411, Bieber Building, Thursday, December 6, at 3:30 p.m. All members of the staff are invited to attend.

6. DISCOLORATION AS FACTOR IN GRADING PEANUTS TO BE CONSIDERED.

Representative peanut shellers and buyers have been invited to meet with officials of the Division of Fruits and Vegetables, at the bureau, December 8, to arrive at a decision regarding the classification of shelled Spanish peanuts which show discolored skins but which are otherwise sound. In drafting the United States grades for shelled Spanish peanuts an allowance of 1/2 per cent by weight was made for unshelled, damaged or moldy peanuts. However, in making the allowance no consideration was given to discoloration, because this injury which is caused by late rains was not apparent during the years when the investigations were made.

7. FIELD PRINTING.

Prior approval for emergency printing in the field must be obtained from the Division of Information before such printing is ordered. When it is desired to contract for emergency field printing, the office concerned should take up the matter with its division office in Washington, which will obtain the necessary authority from the Division of Publications, through Miss Thomas of the Division of Information.

Approval may be obtained promptly in emergency cases. If the office desiring the printing considers it necessary, telegraphic approval may be requested. The Division of Information, when requested to do so, will obtain the necessary permission by telephone from the Division of Publications.

The payment of future vouchers for field printing without prior approval is questionable, **THEREFORE OFFICES OUTSIDE OF WASHINGTON ARE WARNED OF THE ABSOLUTE NECESSITY OF COMPLYING WITH THIS REGULATION.**

The Division of Publications is required to render a quarterly report to the Joint Committee on Printing showing the amount of emergency field printing approved under the regulations of that committee, and this report must be accompanied by samples of the work. Field offices, when submitting the voucher, should attach samples of the finished work.

8. "EXPRESS CHARGE SLIPS" SHOULD BE USED FOR EXPRESS SHIPMENTS.

Express charge slips should always be used in making shipments by express. Instructions to this effect were issued at the beginning of this fiscal year. The use of these charge slips expedites final payment of express charges and simplifies the procedure in the bureau accounting office. W. H. Stanton advises that a number of field employees are using Government bills of lading in making express shipments. All field employees are therefore requested to discontinue the use of Government bills of lading when making express shipments.



9. GRAIN APPEALS.

Six thousand four hundred and ninety-four appeals from the grades of inspectors licensed under the United States grain standards Act were handled by the Grain Division from July 1 to September 30, 1923.

These appeals were divided as follows: Corn 345; Wheat 5,446; Oats 299; Rye 404; Of the total number handled, 52.1 per cent of the grades appealed from was changed. During the corresponding period for 1922, there were handled 6,848 appeals, 46.8 per cent of the grades being changed.

Fees for handling the appeals for the first quarter of the current fiscal year amounted to \$8,471.00 as against \$11,145.13 for the first quarter of the preceding year.

10. TO THE FIELD.

Office of the Secretary Memorandum No. 458, regarding telegrams; No. 459, an amendment to the Administrative Regulations regarding travel authorizations;

No. 464, relative to the efficiency register.

11. MANUSCRIPTS SUBMITTED BY THE BUREAU IN NOVEMBER.

The following manuscripts were submitted to the Office of the Assistant Secretary during November:

Statistics of Horses, Mules and Motor Vehicles.  
Statistical Bulletin No. 4.

United States Grades for Shelled White Spanish  
Peanuts. For Department Circular.

The following articles have been approved for publication in the periodicals named:

Cantrell, Georgia E. Description--with special  
reference to agriculture--Chile, Columbia,  
Ecuador, Venezuela, Peru, Rhodesia, Tunis,  
Guiana, Central America, Paraguay, Uruguay.  
For Young Peoples Encyclopedia of Agriculture.

Edler, G.C. Field Seed Resumé. For Seed World.

McKay, A. W. Development of Agricultural Coopera-  
tion in United States. For Jugo-Slavian  
Agricultural Review.

Sherman, Caroline B. Standardizing Farm Products.  
For Modern Farming.

Sherman, Caroline B. Market Inspection of Perishables.  
For Journal American Bankers Association.

Sherman, Caroline B. Warehouses for Cotton Storage.  
For Boston Transcript. Special Cotton Edition.

Spillman, W. J. An Old King with a New Crown. For  
Farm Journal.

Tenny, Lloyd S. Management of Cooperative Associations. For Harvard Business Review.

Yohe, H. S. The United States Warehousing Act and Its Relation to Cooperative Marketing. For The Farmer.

## 12. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending November 30 are:

Chu, Chin

The tariff problem in China... New York, 1916. (Thesis, Ph.D. Columbia University.)

Cincinnati. Chamber of commerce and Merchants' Exchange.

Annual report. 73d-74th, 1921-22. Cincinnati, 1922-23.

Gee, Wilson and others

An economic and social survey of Albemarle County...[University, Va.] University of Virginia, 1922. (University of Virginia Record. Extension series. [Vol. VII, No. 2. Oct. 1922])

Gide, Charles

Consumers' co-operative societies... New York, A. A. Knopf, 1922.

Hall, Hubert

A select bibliography for the study, sources, and literature of English mediaeval economic history... London, P. S. King & Son, 1914. (Studies in economics and political science; ed. by the director of the London School of Economics, No.4)

Karsten, K. G.

Charts and graphs: an introduction to graphic methods in the control and analysis of statistics... New York, Prentice-Hall, Inc., 1923.

McLaughlin, R. J.

Notes on commercial geography... Philadelphia, Walther Printing house, 1922.

Meyer, Eugene, jr.,

Report to the President on the wheat situation. By Eugene Meyer, jr... and Frank W. Mondell... November 5, 1923. Washington, Govt. Print. Off., 1923.

Murphy, H. D.

The fundamental principles of purchasing...1st ed. New York, The Purchasing Agent Company., Inc., 1923.

See, C. S.

The foreign trade of China... New York, 1919. (Thesis, Ph. D., Columbia University)

Seed, W. F.

The romance of the meat trade. (In the Meat Trades' Journal, May 4, 1922. p.844) Concise review of Mr. Seed's address.

The stomach of New York City  
(In Rural New Yorker, April 1, 1922, p.491)

U. S. Dept. of Agriculture. States Relations Service.

A classified list of projects carried on by the agricultural experiment stations, 1922-23. [Wash., D. C., 1923]

Viner, Jacob

Dumping: a problem in international trade. Chicago, The University of Chicago Press, [1923]

#### BUREAU BREVITIES.

13. TENTATIVE SPECIFICATIONS FOR BEEF prepared by this bureau are being used by the United States Soldiers' Home in the purchase of fresh and frozen beef for the home, according to word received from P. W. West, Deputy Governor. He writes: "All of our force connected with the purchase of beef report these specifications most satisfactory and have been unable to detect any weak points. I hope in the near future to receive specifications from you for other meats."

14. CHRISTIANIA, NORWAY, sent a recent visitor in the person of Prof. Haakon Isaachsen, to the Minneapolis Office of Grain Supervision. Prof. Isaachsen, who is connected with the Division of Animal Nutrition of his country, has been in the United States for more than a month obtaining general information relative to investigations in animal nutrition. He met Grain Supervisor R. C. Miller at the regional wheat conference held at the Minnesota Experiment Station and at the invitation of Mr. Miller visited our grain office and the trading floor of the Minneapolis Chamber of Commerce.

15. THE ADVERTISING MANAGER OF EXPLOSIVES of the E. I. DuPont de Nemours & Company, Edward Fenton Carley, accompanied by Edward Ewing Pratt, Manager of the Frank Seaman Advertising firm, called on Dr. L. C. Gray yesterday to learn about the probability of the clearing of land in the near future. They are considering conducting a campaign for the sale of explosives during the next three years. .

16. JUNIUS F. COOK, who was Assistant to Secretary Houston, paid us a social call yesterday.

17. THE REPORT OF THE SECRETARY OF AGRICULTURE FOR 1923 will be released next Monday.



PERSONALS.

Dr. Taylor, Mr. Tenny, and Mr. Marquis are in Chicago. Mr. Schoenfeld leaves for there today. In the absence of the Chief and his three assistants, Mr. Sherman will act as Chief.

Dr. Taylor expects to get back to Washington next Friday and Mr. Tenny will probably be at his desk Saturday morning. Mr. Schoenfeld will attend the State Marketing Officials meeting tomorrow and will then go to Milwaukee to be present at the Wisconsin Products Exposition, December 6, 7, and 8. On Monday, he is scheduled to speak on "Supply and Demand from a National Standpoint of our Various Major Crops" before the afternoon session of the Ninth Annual Conference of Tennessee Agricultural Extension Workers, to be held at Knoxville.

Mr. Marquis will be in Chicago this week in attendance at the meeting of the National Association of State Marketing Officials and the Live-stock Exposition. Next week he will visit State officials in Indiana, and Ohio concerning our market news service. He may also stop at Pittsburgh, returning to Washington about the middle of the month.

W. A. Wheeler is in Chicago attending the meetings of the National Association of State Marketing Officials and the International Crop Improvement Association. He will visit the hay and grain show at the stockyards and will confer with officials of the Chicago Hay Exchange and with Harry H. Whiteside, Federal Hay Inspector at Chicago, regarding the conduct of hay inspection work at that market. On Thursday he will visit the plant of the Chicago Heights Oil Manufacturing Company and obtain samples of lots of soy beans purchased for crushing this season. These samples will be used in connection with the determination of grades for soy beans. After attending the meeting of the National Soy Bean Growers' Association, Thursday afternoon, he will leave for Kansas City to confer with G. F. Kellogg and G. B. Alguire, Hay, Feed and Seed Division representatives there, regarding the organization and work of our Kansas City office. En route to Washington, Mr. Wheeler will stop off at St. Louis to interview the president of the National Hay Association and to obtain additional samples of soy beans from the East St. Louis Cotton Oil Company. He expects to arrive in Washington Sunday afternoon.

H. J. Besley was in New York City last Friday to confer with the Division Supervisor of the Grain Division relating to questions in connection with our grain work.

E. O. Wooton, of the Division of Land Economics, is one of a party of six men from the Department of Agriculture whose services were loaned to the Tariff Commission to study the cost of producing wheat in Canada and the United States. This party left for Canada on Saturday.

The following members of the Division of Cotton Marketing are now in New York City assisting the Board of Cotton Examiners in the classification and certification of cotton tendered for delivery on future contracts: H. C. Slade, R. L. Kause, F. E. Nelson, C. C. Tobey, A. M. Agelasto, I. T. Black, George Gaus, H. G. Connolly, H. W. Wells, G. Butterworth, Joe T. Biffle, Rendal F. Heatly, and D. Roy Wilhite. Miss Blanche Wilson will leave tonight to assist in the clerical work incident to the heavy deliveries at New York.

G. T. Willingmyre expects to go on leave the latter part of this week. He plans to spend a three-weeks vacation at home.

J. E. Barr, of the Hay Feed and Seed Division, is in North Carolina this week interviewing agronomists at the North Carolina Agricultural Experiment Station, growers and shippers and oil and meal manufacturers in the eastern part of the State, relative to soy bean grades. He will also collect a number of samples for use in laboratory analyses to determine the relative importance of the various grade factors.

The St. Paul Civic Association entertained officials of the department and local business men at a luncheon at the St. Paul Athletic Club, November 16. R. C. Miller and R. H. Black, of our Grain Division were among the guests. C. W. Warburton, Director of Extension of the department, was one of the speakers. He briefly outlined the agricultural extension work of which he is director.

A. B. Smeby who has represented the Minnesota State Department of Agriculture in the Federal-State Livestock Market News work at South St. Paul was transferred to Federal status by appointment, December 1. He will be in charge of the South St. Paul office in lieu of Don J. Slater who will be in charge of the livestock grade standardization work. Mr. A. Marzolf has been selected by the Minnesota Department of Agriculture to succeed Mr. Smeby.

Miss Bertha Henderson, of the Division of Land Economics, is back at her desk after a trip through several of the southern States where she interviewed various authorities relative to State land policies in aid, control and restrictions, in land sales of both private and public lands, land development, land settlement, and land resettlement, in connection with investigations in farm management and practice.

F. J. Marschner, Research Assistant of the Division of Land Economics, has gone to Florida where he expects to spend a vacation until the end of this year.

N. A. Dakin, of the Dairy Products Chicago office and Mrs. Jeanette York (formerly Jeanette Wollmer) of the San Francisco Fruits and Vegetable office, and Mr. York were guests at an informal luncheon given by the representatives of the market news offices in San Francisco on Thursday November 16.

F. H. McCampbell, of the San Francisco Dairy office, returned from his vacation on November 26.

J. C. Hansen, of the San Francisco Fruits and Vegetable office, returned to his desk on November 26 after an extended automobile trip through northern California and southern Oregon visiting his home.

N. A. Dakin, who was relieving F. H. McCampbell at San Francisco left for Chicago on November 20 stopping en route in Wyoming to investigate dairy products marketing.



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December 4, 1923.

LIBRARY SUPPLEMENT

No. 6

## Legislative service in the Bureau Library. 68th Congress.

When this Supplement appears the 68th Congress will have convened.

The Bureau Library will continue to receive the Congressional Record each morning. An index of the material contained in it of interest to the bureau will be made as quickly as possible. The Record itself with this index pasted on its first page will be sent, as formerly, to the Chief's Office. A checked copy of the Index will be sent to division leaders when it contains one or more items of interest to that division. Every effort will be made to get the bills themselves as soon as printed, and to have them filed and available to those interested in the shortest possible time. Miss Emily Day will be in charge of this work.

The Congressional Digest for November contains a valuable compilation of all kinds of information relating to the 68th Congress, whose organization will be watched with more than usual interest because of the unprecedented number of vacancies which have occurred in the membership since last March. This fact, together with the fact that there are many other new members returned as a result of the expiration of the terms of former members, will make a radical change in the composition of Congress. This change will be noted to a marked degree in the membership and chairmanships of the committees of the Senate and the House. In the Senate there will be 51 Republicans, 43 Democrats and 2 new Farmer Labor members; in the House 225 Republicans, 206 Democrats, 1 Socialist, 1 Farmer Labor, 1 Independent, 1 vacancy. The same number of the Congressional Digest describes fully the procedure in organizing a new Congress, gives tentative plans for political programs in the new Congress, reviews developments since Congress adjourned, and enumerates the positions of national organizations on legislative issues.

## Legislation in foreign countries to aid agriculture.

The Bureau Library is at work upon a compilation of legislation to aid agriculture in foreign countries since the war. It had been intended to include it in this supplement but it has grown to such a size that it will be too long for a single supplement so we have decided not to wait for it, but to include with this supplement such notes relating to legislative matters as we think would be of interest. When the more complete compilation is ready it will be noted in The B. A. E. News.

## Government aid to agriculture. Great Britain

"Is British agriculture worth while" is the title of an article in the Round Table for June 1923. The article like all others in this journal is not signed but the editor of the magazine states that it is written by "an observer who has



made a life-long study of British agriculture." This article is of especial interest in view of the issues which have been debated in England during the last month in preparation for the general elections to be held this week. The author writes:

"Great Britain is the one and only open market for food in the world. Every surplus of food is directed here. Every other country which depends upon an export of food has to organize its trade toward this country. It is true that certain small countries like Holland, Denmark are also free trade countries, but as they are food exporters the stream is not directed toward them. It is not only that food exporting countries do naturally look to Britain for their market, but if they have a surplus they cannot get rid of it anywhere else, whatever the price. So definite and special is our position in this respect that certain countries are now giving their producers a bonus to help them to get a footing in the one market. Australia and South Africa give a bounty on meat exported to Great Britain, New Zealand is guaranteeing its fruit growers against losses in exploiting the English market. As regards many of the staple articles of agricultural produce, the English farmer has to meet not only the competition of the whole world, but has to bear the brunt of all the dumping that must happen whenever there is a surplus in any place... There have been seasons of late years when Great Britain has had a surplus crop of potatoes which could profitably have been disposed of on the continent, in the United States, or in Canada but no such trade has ever been allowed to grow up. If the tariff at the time proved not to be high enough to keep them out, some restriction based on the possibility of the introduction of disease was forth-with discovered and importation was stopped... Accepting this competition as a fact, is there any other way of increasing prices? The favorite panacea is cooperation illustrated by examples drawn from Denmark. Is it, however, perceived to what extent cooperation is really a product of the necessity of finding a foreign market?... The existence of the British open market for food is the cause of cooperation in other countries but it does not necessitate cooperation here... If prices cannot be raised to meet the needs of more intensive farming is there any method of reducing costs other than by lowering wages, which, even if possible, is undesirable if we are looking at agriculture from a national point of view... Can science show the way towards lower costs of production? After its long neglect the country has begun to show some appreciation of research... yet the improvement due to science and superior technical skill are severely limited. Agriculture cannot be revolutionised like cotton spinning or steel making, soil and season are dominating factors, and all the science today would scarcely be able to knock ten per cent off the cost of production of our best farmers... The economic unit of farming today is rather two thousand than two hundred acres. The management of such an area is well within the capacity of one man and only upon farms of that size can the advantages of machinery and the organization of labor be realized. This is the substance of Labour criticism- that if agriculture were not carrying

so great a top hamper of small and inefficient farmers, it could produce more cheaply and pay its men properly. Bigger business would have more command of capital and better reserves, and could meet periods of depression without having to raid the wage rate... Big business in farming as in other industries seems to be the only means of obtaining wholesale employment at remunerative wages, full utilization of the land and cheap production. But capital has to be induced to come in; agriculture under present conditions is too much at the mercy of external factors to be attractive to big business- the State must offer it security. Twenty years of security are needed in which the industry, sheltered from the wild fluctuations now prevailing, can reorganize itself along modern lines, twenty years of assistance coupled with that amount of control which will eliminate the unprogressive farmer. Such assistance is, however, out of the question unless the great parties of the state come to a definite agreement that the measures taken shall be removed from the sphere of party warfare, that a national experiment is to be tried which cannot succeed if any element of doubt attaches to its prosecution. The assistance may take the form of bounties or protection; the nation now possesses a delapidated estate and cannot get it into order without some initial outlay. As the outlay would be wasted unless it operates over a term of years there must be a preliminary party agreement. The State can obtain a balance between the rural and the urban population, between production and importation, and whatever measure of agriculture prosperity it desires, if it is willing to pay for it."

### Agricultural policy

The Quarterly Review (London) for October 1923 has a sixteen page article by the Rt. Hon. Sir. A. Griffith Boscawen, the Minister of Agriculture of Great Britain under the coalition, entitled "Agricultural Policy." He writes: "The late Government was freely criticised; first for having no agricultural policy, then for having adopted a wrong agricultural policy, and finally for having revised it. The present Government has an agricultural policy, which, however, is described in some quarters as totally inadequate, as one of mere 'homeopathic doses', though some generous critics are good enough to say it is a plan of attaining the Millennium by (very small) installments. Now a movement is on foot to weld all agricultural interests into one great agricultural party... Such a movement is not new since it was attempted by the late Lord Winchilsea thirty years ago when he founded the National Agricultural Union. But on that occasion the various interests would not weld together, and it failed... If agriculture is to make its voice heard in the councils of the nation, all parties interested in the industry must agree to speak with the same voice, whereas, if landowners and farmers pull in opposed directions and the labourers pursue a policy of their own, and still more, if, as generally happens, all three disagree among themselves, agriculture cannot hope to enforce any policy at all." The author proceeds to a discussion of the agricultural policy of the Labour party, and the policy of guaranteed prices. Then after a discussion of protection as applied to agriculture, he writes: "The present Government are undoubtedly right in following and carrying further the policy initiated during the last year and a half of the Coalition Government, steadily refusing to interfere in



the affairs of the farmer while removing every possible obstacle to his success and helping him to help himself." The remainder of the article is a detailed description of the various indirect attempts of the Government to aid the farmer by removing obstacles of various kinds from this path, providing education of the best type for his children, fostering research, promoting cooperation, and providing agricultural credit.

#### Canadian Agricultural Inquiry.

One of the most important of the library's recent accessions is the minutes of proceedings of the Special Committee appointed by the Canadian Parliament to Inquire into Agricultural Conditions. These minutes have been issued in 45 parts and cover: The present condition of agriculture in the various provinces; The causes of such conditions; Cause of difference in price paid to the producer and that paid by the consumer; Relation of prices of commodities purchased by agricultural producers and prices received for the products they raise; Agricultural credit; Marketing and transportation; Alleged abuse as to mixing of grains in elevators; Cost of production of certain crops and other pertinent subjects. The Hearings recorded were held from March 7, 1923 to June 19, 1923. The Report of the Special Committee has not been issued as yet.

#### Government aid to Agriculture. South Africa.

The Beef Export Bounties Act of the Union of South Africa became a law on May 15, 1923. The main provisions of the act are:

The Governor-General may authorize payment of the consolidated Revenue Fund, of bounties upon the export of slaughter cattle from the Union at the rate of 1/4 d. per pound and beef (chilled, frozen or preserved, or extract of essence in receptacles or otherwise) 1/2 d. per pound subject to regulations relating to inspection, weight, etc., and providing that the claim is made within three months after shipment... The Board of Trade and Industries shall have power to examine books and accounts and to make any investigation in connection with the Act. (Journal of the Parliaments of the Empire V.4, No.3, July 1923. p.631-632)

At the time the Beef Export Bounties Act was passed there were already on the statute books of South Africa three Acts governing the export of South African produce. These were: Fruit Export Act, 1914 (No.17); Agricultural Produce Export Act, 1917 (No. 35); and Agricultural Products Grading Act, 1922, (No.16). The principal features of each of these are carefully described and explained in the Journal of the Department of Agriculture of South Africa for November 1922. The regulations issued for the enforcement of each of these Acts are enumerated also.

#### Value of Facts in Politics.

The American Political Science Review for November 1923 contains an article of much interest on the ideals and accomplishments of the Institute of



Politics. The author writes: "Democracy has a promising and insatiable appetite for facts and only in proportion as these are supplied will reason and conviction dictate the course of public affairs..." If political parties, "instead of making their appeal through prejudice and emotion, were to work out authoritative data on national problems, through the medium of expert research committees, and wage campaigns upon a structure of facts, the political thought of the country would be enormously elevated. The effectiveness of such methods in practical politics has been adequately demonstrated by the Labor Research Department of the British Labor movement. In no small measure the rise of the Labor party to its present position of power and esteem has been due to its scientific assemblage of data on national problems and to the superiority enjoyed by its debators in the presentation of these facts, and in one field of political thought especially - that of international relations - the pronouncements of its research Department have had a wide and influential hearing."

#### Work in Agricultural Economics in Progress at the Agricultural Experiment Stations

The Office of Experiment Stations has recently issued "A classified list of projects carried on by the Agricultural Experiment Stations 1922-23." It is a mimeographed publication of 364 pages and contains much that is of interest to the bureau. There are 185 projects devoted to some phase of agricultural economics. These are classified as follows: Cost of production and accounting, 63; Farm labor, 3; Farm organization and management 36; Farmers cooperative organizations, 7; Land settlement, 2; Land tenure, 13; Land values, 4; Marketing, 28; Rural credit, 5; Rural sociology, 19; Miscellaneous, 5.

#### Advertising.

"Principles of Advertising" is the title of a thick volume by Daniel Starch of the Graduate School of Business Administration of Harvard University, which has been acquired recently by the library. The author states in the preface that "this treatise has been prepared with three aims in mind: (1) to make a broad and comprehensive analysis of the fundamental problems of advertising which would serve as a logical plan for the preparation of a book; (2) to develop as far as practically feasible and possible at the present time, scientific methods in dealing with these problems; (3) to bring together as fully as possible all available material- practical business experience, scientific, experimental, and statistical data- which bear upon the problems outlined... This book has been planned as a companion volume for one on problems which is now under way. The problem book will serve as the basis of class discussion and instruction in educational institutions. The present work will serve to give the broader analytical background and supply an organized body of information to which the business man may turn in considering his immediate problems."

#### Port Series of Publications being issued by the Board of Engineers of the War Department.

The Board of Engineers for Rivers and Harbors of the War Department, is compiling and publishing a series of reports on the ports of this country.

21. NEXT THURSDAY BEING THANKSGIVING DAY will be observed as a holiday in all offices.

### PERSONALS

Dr. Taylor took the place of the Secretary on the program of the meeting of farmers and business men held under the auspices of the Western Maryland Chamber of Commerce at Frederick, Md., yesterday. The Chief discussed the work of the department, particularly the economic aspects of the work, and told the farmers that they need to know their costs of production and marketing in order to reduce them. He called the attention of business men to the things they can do in helping the farmers reduce their costs by enabling them to buy their equipment and supplies at the lowest possible prices.

Dr. Taylor pointed out that the department is trying to be helpful, and touched upon a number of the phases of the department's activities designed to help individual farmers. Particular interest was shown by the audience in the development of the snipping-point inspection work.

W. A. Sherman returned to Washington last week. He made tentative arrangements for shipping-point inspection work next season with the State Department of Agriculture of Alabama, subject to a ruling of the State Attorney General on certain legal points. Mr. Sherman reports that considerable interest in and desire for inspection was expressed in Louisiana and Mississippi, but in neither State is there the necessary legislation on the books to enable the bureau to effect cooperative agreements on inspection work.

L. H. Bean, Division of Statistical and Historical Research, left Washington last Wednesday to visit points in Illinois, Missouri and Kansas, to make arrangements for having farm prices reported weekly to the department.

Miss Eunice Butterworth, of the Division of Land Economics, left last week Thursday for a boat trip to Miami, Fla., where she will spend a five-weeks' vacation.

W. L. Evans, of the Domestic Wool Section, and J. S. Bohannon, of the Solicitor's Office, were in Philadelphia Monday, in connection with a hearing on the filing of demurrers by three wool dealers, from whom the bureau is trying to collect excess profits.

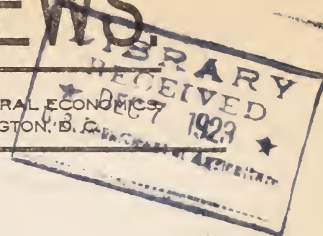
A. E. Mercker is taking a brief vacation before proceeding to Florida to assist in the shipping-point inspection work.

B. C. Boree spent two days last week at Norfolk, Va., arranging with H. H. Henderson, the Food Products Inspector there, to secure f.o.b. reports on spinach and other products shipped from the Norfolk section.



# THE B. A. E. NEWS

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



December 4, 1923.

Vol. 9, No. 22.

## 1. MARKET NEWS CONFERENCE ARRANGEMENTS BEING COMPLETED.

Sixteen men from the market and field stations of the Fruit and Vegetable Division, in addition to the Washington force, will participate in the Market News Conference to be held here December 10-12. A six-page program, including practically all of the topics suggested by the field and market station men, has been mimeographed and copies may be had upon application to E. W. Stillwell, Room 500, Bieber Building. It is hoped that both Dr. Taylor and Mr. Tenny will be present at the opening session at 10 o'clock next Monday morning. All sessions will be open to any member of the bureau who may wish to attend.

Round-table discussions with assigned leaders will be the form of the conference. The first sessions will be devoted to general topics such as policy for building up mailing lists, standardization of mimeographed reports, amendments to our market code, stencil cutting, and the popularization of our market news service. Field and market reports will be the next topic to be considered, after which the market station work with many questions relating to reporting a market will come up for discussion. Field station work, including the publication of complete destination and diversion information, uniformity of terms of payment at shipping point, best methods for obtaining certain reports and many other problems will also be considered.

Other sessions will be devoted to the development of new means of distribution of our market information through the press, by radio and other means, and to intra-bureau relationships. Arrangements are being made for representatives of those divisions which come in close contact with the work of the Fruit and Vegetable Division to participate in the program. In the absence of J. Clyde Marquis, Frank George will represent the Division of Information, and a member of the Division of Crop Estimates will outline briefly the work of that division.

It was found impracticable to bring into Washington for this conference men west of the Mississippi with the exception of the representatives from Minneapolis and St. Louis. Those who will attend include: W. H. Hall, Chicago; O. D. Miller, New York; E. R. Biddle, Philadelphia; W. E. Harrison, Baltimore; J. K. Boyd, Pittsburgh; R. H. Lamb, Cincinnati; R. M. Peterson, Minneapolis; V. G. Gibson, St. Louis; T. C. Curry, Atlanta; R. C. Bish, Cleveland; and the following men from the field: J. G. Evers, V. D. Callanan, C. E. Schultz, R. H. Shoemaker, C. L. Brown, and W. H. Mosier.

Reports of the conference will be sent to all men of the Fruit and Vegetable Division. Other members of the bureau may have copies upon application to Mr. Stillwell.



## 2. BUREAU CONTRIBUTES TO SUCCESSFUL MEETING OF STATE MARKETING OFFICIALS.

Every assistance was given by this bureau to the National Association of State Marketing Officials in making their fifth annual session at Chicago last week the most successful meeting of that body. The program was devoted to two timely topics - cooperative organization and city marketing.

Dr. Taylor outlined the activities of the bureau at the banquet held the evening of December 4.

"Development and Growth of Cooperative Marketing in the United States" was discussed by Lloyd S. Tenny. Mr. Tenny traced the early record of attempts at cooperation from 1785 to date. In 1840 there were 50 farmers societies; in 1858 some 900 were listed by the Patent Office and in 1868 there were 1350 so listed. Mr. Tenny traced the growth of cooperation through the Grange period of 1867 to 1876, and until 1893 when the California Fruit Growers Exchange was formed.

In 1915 a survey by the U. S. Department of Agriculture brought reports from 5,424 active farmers business organizations with a membership of 661,728 doing a business of \$624,940,448 annually. A similar survey began in 1922. Through the cooperation of crop reporters, a new list has been made which in November last included 8,313 associations. This number is not all and the bureau estimates the total to be more than 10,000 farmers business organizations. Over 70 per cent of these 8,313 associations are located in the 12 north central States. Over 31 per cent are devoted to selling grain; dairy, 22 per cent; livestock 14 per cent; fruits and vegetables 10 per cent and the rest scattered. These associations had been doing a business of about \$1,500,000,000 in 1921, the year before the reports were made. This study is going on rapidly and the bureau will soon have a fairly complete survey of cooperation in the whole United States.

Walter P. Hedden, who is making research studies for us at New York, showed the complex problems of terminal distribution and suggested what must be faced as New York City grows.

Present facilities are taxed to capacity and growth is such as to indicate that by 1930 the total receipts will be almost doubled. In 1921, New York consumed fresh fruits and vegetables enough to fill about 145,000 freight cars. Of these 70 per cent were shipped in by rail, over 20 per cent by water and less than 10 per cent by truck. Most of that coming by rail must be lightered across from New Jersey to the piers where a serious problem occurs. Over 85 per cent of these shipments pour into one small strip on the lower west side of Manhattan Island.

The relation of crop and livestock estimating to marketing programs was discussed by W. F. Callander. He outlined briefly some of the data now available, how these data are gathered and spoke of their relation to the whole marketing program. Copies of a list of reports on crop and live stock production issued by this bureau were passed out at the meeting.

Dr. Taylor is a member of the executive committee. W. F. Callander was re-elected chairman of the committee on crop estimates.

A more detailed account of the meeting with brief reports of committee recommendations may be found in State and Federal Marketing Activities, Vol. 3, No. 48. Copies of this periodical may be obtained from the Division of Information.

### 3. MARKET NEWS CONFERENCE.

Promptly at 10 o'clock yesterday morning in our conference room, E. W. Stillwell called to order the conference of market news men of the Fruit and Vegetable Division.

Dr. Taylor spoke a few words of greeting to those assembled. He mentioned the fact that each line of work - such as market reporting, inspection, standardization, etc. - is very important in itself, but that it requires a combination of all these things to render effective service. This also emphasizes the need of making each link in the chain just as strong as possible. Dr. Taylor concluded his remarks by calling attention to the changed attitude of the trade and the public in general toward the work of the bureau. Indifference, doubt, and actual opposition have been succeeded very largely by a spirit of cooperation and cordial support.

W. A. Sherman, in charge of the Fruit and Vegetable Division, next addressed the conference. By a blackboard diagram he traced the growth and the periods of expansion and contraction in the market news service since its inauguration in 1915, showing that the work is at present increasing. He stressed the fact that the real results in any line of activity are accomplished by those who have the spirit of SERVICE, - those who are striving to do things for the other fellow and sometimes at but a moderate compensation. Mr. Sherman said that all should beware of the "in-a-rut" feeling. When anyone, who has talent and ability, feels that he has reached the limit of his usefulness in a particular position, it is his duty to lay the matter before his chief rather than go along in a rut. A bureau as large as ours, and one which has so many lines of activity, usually has another job for the man who has developed all the possibilities of his present position by diligent and meritorious work. Several illustrations of this fact were given, as an encouragement for the men to go ahead. To render the best possible service to the public was stressed as the surest road to advancement.

W. H. Hall, of the Chicago office, then conducted the round-table discussion on city market reports. This will be followed by similar discussions on other important phases of market news work. Various bureau representatives are scheduled to address the conference on their particular phases of service before the conference adjourns on Wednesday or Thursday. Lloyd S. Tenny and W. H. Stanton were among the afternoon speakers. The men attending this gathering are lunching together each noon at a near-by cafeteria, to give opportunity for social fellowship.

Market reporters are present from the following cities: Atlanta, Baltimore, Boston, Chicago, Cincinnati, Cleveland, Minneapolis, New York, Philadelphia, Pittsburgh, and St. Louis. Temporary field stations represented are Grand Rapids, Mich.; Rochester, N. Y.; and Waupaca, Wis. Two other field men of the Federal market news service also are in attendance, and two State representatives, - B. B. Jones, of Wisconsin, and J. Austen Hunter, of Texas. In addition, the opening session was attended by six other members of the Washington staff of the Fruit and Vegetable Division, and S. W. Mendum, of the Division of Information, and G. A. Collier, of the Hay, Feed, and Seed Division.



#### 4. AT THE BUREAU COUNCIL.

Dr. Taylor opened the council meeting yesterday morning by calling attention to the Secretary's report of the President on the wheat situation. The Chief characterized it "a classic" and stated it was one of the finest pieces of work turned out by our bureau. A supply of the report will be kept in the executive office and members of the bureau may obtain copies there.

The Chief cautioned the staff about the undesirability of discussing outside the bureau, commodity prices and production in such a way and at a time when the markets of the country might be influenced by such discussion. He spoke particularly of cotton.

Mr. Tenny then told about the meeting of State marketing officials at Chicago, part of which is covered in a separate item about the meeting. He spoke of the progress the State officials are making in marketing work and stated that college officials must step lively if they are to keep up the pace set by the State marketing officials in marketing activities. He felt that cooperative marketing in all of its phases was presented in an excellent manner. One point emphasized, he said, was: If cooperative organizations are to succeed, they must serve the people. Mr. Tenny also spoke of the cordial relations existing between bureau workers and State officials and said that more and more we are understanding the division of work between the two.

A visit to one of the f.o.b. auctions of Chicago, which maintains branches in Detroit, New York, Philadelphia and Boston, convinced Mr. Tenny that that new method of selling is the most radical, important and far-reaching step in the handling of fruits and vegetables in the last 25 years. He emphasized the fact that the heart and core of this service is our shipping-point inspection work.

The Chief commented on the excellent team work of our staff brought out pointedly at the recent gatherings in Chicago and stated that if our organization continues to "make good" it is because of this team work.

R. C. Potts told of the better relations that exist with the poultry, butter and egg trade and spoke of meeting with the egg trade at Chicago and the demonstration of egg grades, both of which are covered in separate items in this issue.

#### 5. NEW YORK COTTON OFFICE HAVING "RUSH" SEASON.

On account of the heavy deliveries on December future contracts, the rush of cotton work continues at our New York office. All of the specialists in cotton classing stationed at Washington and practically all of the assistants in cotton classing are now in New York to assist in the work.

Some days it has been possible to class as many as 6,000 bales of cotton, but due to weather conditions the amount of work done in a day varies, as it is almost impossible to class cotton on dark days.

In addition to the regular force at New York, Miss Wilson of the Washington office of the Cotton Division is assisting and 6-8 temporary clerks have been employed at New York to take care of the heavy clerical work incident to the deliveries.



#### 6. EXPANSION OF COLD STORAGE INFORMATION SERVICE PLANNED.

Expansion of the cold storage information service of the bureau is planned in response to requests from trade organizations. It is proposed in the daily reports published by the Division of Dairy and Poultry Products to give the storage movement of butter, cheese, eggs and dressed poultry in 10 leading cities instead of in 4 cities as heretofore.

Figures for New York, Philadelphia, Chicago and Boston alone are no longer properly representative of the national cold storage situation in dairy and poultry products, inasmuch as large quantities of products are being held in other cities near leading production centers. The daily reports will include figures from New York, Philadelphia, Chicago, Boston, St. Louis, Buffalo, Providence, Omaha, Pittsburgh and Kansas City.

It is planned also to issue on Monday of each week reports on holdings in 25 cities. The cold storage figures will be obtained on Saturday by branch office representatives in the cities covered, flashed over the leased wires to Washington, summarized here, and a composite report flashed back to the branch offices Monday morning for immediate distribution to the trade and other interests. Under the new arrangement, the monthly preliminary report of cold storage holdings of butter, cheese and eggs will be eliminated, but the final monthly report issued about the fifteenth of each month will be continued.

#### 7. CORNELL COOPERATING IN POTATO COST STUDY.

Cost of marketing potatoes is being studied by the New York State College of Agriculture, Cornell University, Ithaca, N. Y. in cooperation with the bureau. The object is to study the marketing of potatoes in several important producing areas in New York State with a view to determining the costs of the various steps in the marketing of this commodity, and especially the factors which influence costs. The work is under the supervision of the Cost of Marketing Division. M. P. Rasmussen of the staff of Cornell, is collecting the data which will later be compiled and published in report form.

#### 8. EGG DEMONSTRATION AT CHICAGO INTERESTS STATE OFFICIALS.

The demonstration of the tentative U. S. Egg Grades at the annual meeting of State Marketing Officials at Chicago on December 5, proved to be of much interest as it brought forth many questions from the officials, some admitting that they knew very little about quality in eggs and they felt it would be necessary to employ a specialist on eggs and poultry when the marketing program on these products is undertaken in their States.

From an express shipment from Missouri, eggs were obtained representing the grades of U. S. Extras, U. S. No. 1, U. S. No. 2, U. S. Checks and U. S. Dirties used in the demonstration.

## 9. FIVE-YEAR FARM CENSUS APPROVED

The value of the proposed agricultural census in 1925 as an aid in developing national agricultural policies is emphasized by Dr. Taylor.

"In working out the details of a properly balanced system of national agriculture under normal conditions, the basic agricultural statistics collected in 1920 are inadequate," Dr. Taylor says. "At that time American agriculture was still in a period of readjustment from war conditions, and the statistics reflect the transitory effects of the war rather than to provide data from which national agricultural policies may be developed."

Dr. Taylor states that basic agricultural statistics compiled by the Census Bureau are continually used in connection with our forecasts and estimates of crops and livestock, in measuring the financial status of farms and farmers, and in gauging shifts in farm population. Every plan for agricultural progress is necessarily based upon this information, he says.

## 10. CHICAGO EGG TRADE ENTERTAINS BUREAU OFFICIALS.

Members of the Chicago egg trade were hosts at a dinner given to bureau representatives at Chicago, December 5. Messrs. Tenny, Schoenfeld, Marquis, Potts, Borders and Fennema were present, in addition to about fifteen members of the trade, and Mrs. Wright, formerly of our Stenographic Section, who made a report of the after-dinner speeches.

The service and regulatory work of the bureau was discussed by Mr. Tenny. Mr. Schoenfeld outlined our research activities and Mr. Marquis spoke of the market information service. Messrs. Potts and Borders discussed egg standardization.

Members of the trade expressed great interest in our work and indicated a most willing desire to cooperate with the bureau in carrying forward its work, particularly that phase of it dealing with the standardization of eggs. No formal action was taken, but the results of this get-together was most satisfactory from a bureau standpoint.

## 11. EUROPEAN ALMOND REPORT WELL RECEIVED.

The European almond situation was outlined in a preliminary report prepared by E. A. Foley, Agricultural Commissioner, after his recent survey of the Mediterranean basin. This report has been mimeographed and distributed by Dr. Stine's division. The securing of special world crop reports of this nature is one of the many functions of the Division of Statistical and Historical Research.

In acknowledging this service, a representative of the California Almond Growers Exchange wrote: "The information you gave was of great value to us. \* \* \* We consider the assistance rendered our growers by your bureau to be very much worth while. At the same time I want to assure you of my own personal appreciation for the hearty cooperation you have given us."



12. STATEMENTS REGARDING CONDITION OF FUNDS

The Section of Audits and Accounts prepares a statement each month showing the condition of funds for each allotment. C. W. Kitchen states it is impracticable at this time to advise each division and project the exact date its statement will be forwarded, but the status of each allotment within a thirty-day period will be reported upon. Divisions are requested not to ask for additional statements unless some unusual condition requires up-to-date information as to the condition of funds. Cooperation with the Section of Audits and Accounts in this matter is asked by Mr. Kitchen.

13. PREPARATION OF LETTERS.

Letters to which reply can not be prepared promptly should be acknowledged and statement made that reply will be made later (giving time).

When a letter deals with subjects of more than one division of the bureau, one reply should go out over the signature of the Acting Chief of Bureau - not two or three letters, each dealing with a different subject.

14. MEMORANDUMS TO THE FIELD.

Office of the Secretary Memorandum No. 461, amending the fiscal regulations.

No. 462, Reprints of Publications.

No. 463, Submission of Manuscripts for Publications.

15. IN CONGRESS:

The following bills of interest to agriculture were introduced in Congress since it convened last week:

- S. 133, by Senator Ladd, to increase duties on wheat and flaxseed and to amend provisions relating to wheat drawbacks and milling in bond. A similar bill, H.R. 594, was introduced in the House by Mr. Young.
- S. 185, by Senator Gooding, to promote agriculture by stabilizing the price of wheat.
- S. 186, by Senator Gooding, to reduce freight rates on products of agriculture and livestock.
- S. 189, by Senator Cameron, to grant a bounty on the production of long-staple cotton.
- S. 386, by Senator Dial, to amend section 5 of the United States Cotton Futures Act.
- S. 392, by Senator McKellar, to reduce the tax on oleomargarine.
- S. 429, by Senator McKellar, \*\*\*\*\* to define and regulate cold storage, and dealing in cold storage food products\*\*\*\*\*.
- S. 134, by Senator Ladd, to establish an honest money system \*\*\*\*\*reduce the rate of interest on loans and encourage agriculture\*\*\*\*\*.
- H.R. 2658, by Mr. Raker, to establish a standard box for apples \*\*\*\*\*.
- H.R. 2659, by Mr. Sinclair, to provide for the purchase and sale of farm products.



- H.R. 2660, by Mr. Swank, to provide that the United States shall build warehouses in conjunction with the several States, and in cooperation with farmers cooperative associations, for storage of farm products not perishable \*\*\*\*\* for government loans on warehouse receipts, etc.
- H.Con.Res. 5, by Mr. Sinclair, creating a joint commission to investigate the subject of crop insurances.
- H.R. 19, by Mr. Lampert, to regulate within the District of Columbia the sale of milk, cream and certain milk products.
- H.R. 78, by Mr. Little to authorize the Secretary of Agriculture to purchase, store and sell wheat \*\*\*\*\* and to stabilize wheat values.
- H.R. 81, by Mr. McClintic, to prohibit speculation in grain and food products.
- H.R. 115, by Mr. Raker, to amend the Federal Farm Loan Act.
- H.R. 158, by Mr. Sinclair, directing the President to appoint a commission to investigate and report to Congress a general system for the cooperative marketing of all farm products.
- H.R. 160, by Mr. Sinclair, to amend the United States Grain Standards Act.
- H.R. 173, by Mr. Tinch, to provide for the storage of certain grain under Federal custody; the issue of receipts therefor \*\*\*\*\*.
- H.R. 175, by Mr. Montague, to provide that the heads of the executive departments may occupy seats on the floor of the Senate and House of Representatives.
- H.R. 434, by Mr. Burtness, to amend the Tariff Act of 1922, relative to import duty on wheat and wheat products.
- H.R. 439, by Mr. Brand of Georgia, to amend section 12 of the Federal Farm Loan Act.
- H.R. 442, by Mr. Brand of Georgia, to amend the War Finance Corporation Act extending the time of payment of loans from three to four years.
- H.R. 443, by Mr. Brand of Georgia, to amend the Federal Farm Loan Act so that actual farmers may borrow money for indebtedness due by them when not incurred for agricultural purposes.
- H.R. 464, by Mr. Clark of Florida, to transfer calcium arsenate from the dutiable to the free list. A number of similar bills were introduced by other Representatives.
- H.R. 494, by Mr. Goldsborough, to stabilize the purchasing power of money.
- H.R. 497, by Mr. Hayden, to authorize the Secretary of Agriculture to establish approved trading rules and business practices for handlers and dealers in farm products, and to provide for a system of adjustment of disputes.
- H.R. 546, by Mr. Roach, to amend the Federal Reserve Act.
- H.R. 556, by Mr. Romjue, to extend marketing of agricultural and live stock products and to establish therefor a bureau in the Department of Commerce.
- H.R. 602, by Mr. Langley, to authorize an appropriation to enable the Secretary of Agriculture to purchase and distribute valuable seeds.
- H.R. 688, by Mr. Hawes, to amend the interstate commerce Act by providing for regional commissions.

Bills to amend the Act were introduced also by Representatives Wolff, Moore and Brand.

- H.R. 716, by Mr. Johnson of Washington, to abolish the Federal Trade Commission.
- H.R. 732, by Mr. Baker, a bill similar to the "Truth in Fabric" bill pending during last session of Congress. A similar bill H.R. 739 was introduced by Mr. French.
- H.R. 733, by Mr. Sinclair, to promote agriculture by stabilizing the prices of certain agricultural products.
- H.R. 735, by Mr. Sinclair, to promote and encourage agriculture by divesting grains of their interstate character in certain cases.
- H.R. 740, by Mr. French, to punish speculation by any person for the purpose of cornering the market.
- H.J. Res. 38, by Mr. Brand of Georgia, to stimulate crop production in the United States.

Bills providing for the amendment of the Transportation Act were introduced by Senator Capper and Representatives McLaughlin of Nebraska, MacGregor and Madden.

Bills to amend the Act providing for the retirement of employes in the classified civil service were introduced by Senators Lodge and McKellar and by Representatives Lehlbach, Hickey and Fairfield.

#### 16. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending December 7 are:

Estabrook, L. M.

... Programa estadístico y económico para el Ministerio de agricultura de la República Argentina ~~en~~ Buenos Aires, Talleres gráficos del Ministerio de agricultura de la nación, 1923 ([Argentine Republic] Ministerio de agricultura de la nación. Sección propaganda e informes. Cir. No.173)

Hughes, T. H. and Lamborn, E.A.G.

Towns and town-planning, ancient and modern. Oxford, Clarendon Press, 1923.

International Cotton Buyer and Cotton Seller and Reference Book.

Vol. 9-10, 1922/23-1923/24, Dallas, Tex., Cotton and Cotton Oil News, [1922-23]

McGoldrick, M. P., comp.

Handbook of the Canadian customs tariff and excise duties. Corrected June 1st, 1923...Montreal, McMullin Publishers Limited, 1923.

Nebraska, State Railway Commission

15th annual report. [Aurora, Neb.] 1922.

Nebraska, University, College of Business Administration. Committee on Business Research.

Bulletin No.1-7. May, 1922-Nov., 1923. Lincoln, 1922-23.

... Orrin Thacker directory of wholesale grocers, semi-jobbers, chain stores, etc., in the United States and Canada. The red book... 1923 ed. Columbus, O., 1923.

## Pan American Union.

Commerce of Argentina (partial) Latest reports from Argentine official sources... Wash., Govt. Print. Off., 1923.

## Pan American Union.

Commerce of Mexico (partial) Latest reports from Mexican official sources... Wash., Govt. Print. Off., 1923.

## U.S. Bureau of the Census.

... Animal and vegetable fats and oils. Production, consumption, imports, exports, and stocks, by quarters, calendar years 1919 to 1922. Wash., 1923.

## U.S. Dept. of Commerce.

... Commerce yearbook, 1922 (including early part of 1923) . Washington, 1923.

## U. S. Tariff Board.

Wool and manufacturers of wool. Message of the President of the United States transmitting a report of the Tariff Board on schedule K of the tariff law... Wash., Govt. Print. Off., 1912.

## Van Metre, T. W. ed.

... Railroads and business prosperity; a series of addresses and papers presented at the annual meeting of the Academy of Political Science in the City of New York, April 28, 1922. [New York,] The Academy of Political Science, Columbia University, 1922. (Proceedings of the Academy of Political Science... Vol. 10, No. 1, July, 1922)

## Zizek, Franz

Statistical averages, a methodological study... Authorized translation with additional notes and references by W. M. Persons... New York, Holt and Company, 1913.

## BUREAU BREVITIES.

17. AT THE ORGANIZATION MEETING of the National Dairy Federation held at Chicago, December 4, the Bureau of Agricultural Economics was elected to honorary membership, as was the Dairy Division of the Bureau of Animal Industry. The National Dairy Federation is an organization comprising some fifteen or more national organizations allied with the dairy industry and has for its purpose the advancement and welfare of the dairy industry.

18. SOME COMMUNITY PHASES OF NEBRASKA FARM TENANCY are discussed in Bulletin No. 196, of the Nebraska Agricultural Experiment Station, by J. O. Rankin. Mr. Rankin states that this report is based mainly on the results of a survey conducted in cooperation with Drs. C. J. Galpin and L. C. Gray, of this bureau.

19. DR. SOKRAT K. TSCHAJANOFF, Director of the Voronej, Russia, Agricultural Experiment Station, was a visitor in the Division of Land Economics last week.



20. M. KUGIMOTO, of the Bureau of Animal Husbandry, Department of Agriculture and Commerce, Tokyo, Japan, visited the Division of Dairy and Poultry Products, December 7, and conferred with R. C. Potts regarding the work of the division.

2. DR. SAFFORD was indisposed last Thursday and for the second time the lecture on "Our heritage of food and textiles from the American Indians" was postponed. The first postponement was the result of a misunderstanding regarding arrangements for the conference room.

#### PERSONALS.

Dr. C. J. Galpin is on the program of the eighteenth annual meeting of the American Sociological Society, to be held at Washington, December 26-29. "Methods of Studying Internal Migration and Distribution of Population in the United States" will be the subject of his talk.

Dr. Galpin is a member of the executive committee of the society, as well as chairman of the committee on local arrangements.

Louis G. Michael, Foreign Agricultural Commissioner, who has been in Europe for the past four months, returned on the George Washington, arriving in Washington, December 6. He left for Chicago December 7 to accept the invitation of the European delegation of the American Farm Bureau Federation to attend its conference.

F. G. Robb visited branch offices of the Fruit and Vegetable Division at Detroit and Pittsburgh after attending the meetings in Chicago last week. He returned to his desk last Saturday.

G. C. Edler, Hay, Feed and Seed Division, has left Washington for Cincinnati and Toledo, Ohio, Louisville, Ky., Kansas City and St. Louis, Mo., Sioux City, Iowa, Sioux Falls, S. Dak., Minneapolis, Minn., Milwaukee, Wis., Chicago, Ill., and Buffalo and Lockport, N. Y. to arrange with seedsmen and our regular seed correspondents in these cities to furnish comprehensive seed reports during the active selling season (January to June) for our weekly seed reviews. He will also obtain information regarding the marketing of red and alsike clover seed and confer with men in charge of branch offices at Kansas City and Chicago relative to the seed reporting service.

Arthur W. Palmer, of the Cotton Division, returned last Tuesday from his trip to California where he studied the application of universal cotton standard to California cotton.

Last Friday Mr. Palmer became ill. Yesterday morning he was taken to a local hospital where he was operated on for appendicitis.

R. B. Woolsey is in charge of the Peoria office of Grain Supervision, vice J. E. Elstler who has been transferred to New York.

Edward H. Ballow, of the Cost of Marketing Division, left Washington, December 1, for a trip of several-months duration. He will cooperate with the State of Kansas in studying the cost of marketing wheat in that State. This investigation will cover the costs of operating certain representative country elevators, involving a study of factors most effective in influencing such costs and the practices in buying and selling wheat which contribute to the efficiency or inefficiency of handling in the local elevator market.

This is a continuation of the work undertaken jointly last year and it is expected that the facts already collected will be published in preliminary mimeograph report form in the next few weeks.

Lawrence A. Adams, of the Cost of Marketing Division, will be in Boston for about a week on matters pertaining to the study of the marketing of cotton. In this study an analysis of the retail price of four types of cotton cloths over a period of ten years has been made and the services rendered and margins received by the various functionaries in the marketing process are described in a mimeograph release to be issued in about ten days.

Kelsey B. Gardner, of the Cost of Marketing Division, is in Florida spending a two-weeks' vacation.

Louis H. Bean, Division of Statistical and Historical Research, is on annual leave at Rochester, N. Y., where he and Miss Dorothy Wiles of that city will be married.

Miss Mabel Harrison, of the Division of Land Economics, was given a surprise party last Friday evening, at the home of Miss Bradshaw in honor of her coming marriage to Erwin J. Davis. Her friends and co-workers presented her with a steak set and a berry spoon, both of the Fairfax pattern, and an electric percolator and toaster. Miss Harrison is leaving the office tomorrow.

Miss Annie Kropp, of the Division of Land Economics, left today for an extended vacation.

J. C. Gilbert and B. L. Perkins, Division of Information, have returned from the International Livestock Exposition where they were in attendance at the department exhibit, answering questions, giving demonstrations, etc. They report that the exhibits "went over big". Mr. Gilbert stated that the radio exhibit particularly attracted a great deal of attention, and that a surprisingly large number of farmers who visited the exhibit said they had receiving sets on their farms which afforded them much pleasure and were valuable in a business way.

In order that he may resume investigations in standardization, E. E. Conklin, Jr. is to be relieved of the supervision of shipping-point inspection work in New York State. He will be succeeded by J. A. Marks.



# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

December 18, 1923.

Vol. 9, No. 24.

## 1. MAIN TOPICS DISCUSSED AT BUREAU COUNCIL.

Many were the speakers called on by the Chief at the Bureau Council meeting yesterday morning.

Dr. Spillman spoke about his book on farm management just off the press. He told of how he had written this book years ago but was not satisfied with it and placed it aside until the fall of 1920, when he revised it completely and started it on the final road to the press. The first chapter, he said, dealt with the initial problem of the farmer - capital in farming. About eight chapters are devoted to a discussion of the leading farm enterprises of the country. Others deal with contracts, the law of diminishing returns and marketing.

W. R. Meadows stated that his division has caught up with the work of filling orders for cotton standards. He referred to the rush season now on at New York, and said that 85,000 bales of cotton had been classed so far this month, and the probability is that the figure will reach 150,000 by the end of December. The board of cotton examiners has been enlarged to include 6 committees.

The Chief called attention to the forthcoming meetings of the several economic and statistical associations to be held in Washington this year. Among those mentioned were:

American Economic Association, December 27-29, New Willard Hotel;  
American Farm Economic Association, December 27-29, New Ebbitt Hotel;  
American Sociological Society, December 26-29, Washington Hotel;  
American Statistical Association, December 27-29, New Willard Hotel.

Mr. Tenny stated he had received from J. M. Mohl, formerly with the Bureau of Markets, a report on an apparently successful cooperative apartment house located at Chicago. The file, he said, is available to any one in the bureau interested in that phase of cooperative work.

W. A. Wheeler outlined what was being done in the way of revising the hay standards. Within a few days, it is expected that a final line-up of the changes to be made will be agreed upon. Among the changes will be a reduction in the number of grades. Instead of 49 grades, the official standards will consist of 23 grades representing the same classes heretofore and at the same time including a wider range of hay. Color is another important factor represented in the proposed changes. Mr. Wheeler said it is proposed to hold public hearings some time in January on the revised grades.

A. B. Genung, when questioned by Dr. Taylor, thought that the agricultural situation for the next few months hinged on the swine and dairy industries.

The latter half of the hour, J. Clyde Marquis discussed somewhat in detail the fifth annual meeting of the American Farm Bureau Federation at Chicago, December 10-12. The broad program of the meeting, embracing marketing, transportation, taxation and intermediate credit, the address of



Secretary Wallace covering much ground in a short time and clearly indicating the department's position toward cooperative marketing, and the election of officers followed by the dramatic resignation of Walton Peteet, Director of the Cooperative Marketing Department, were the outstanding features mentioned by Mr. Marquis.

The program approved for 1924 included recommendations relative to organization, marketing, publicity, transportation, and research. With reference to research, the committee felt that arrangements should be made, if possible, with this department for the carrying on of such work as the Farm Bureau considered essential.

Most of the resolutions presented to the convention were unanimously adopted, Mr. Marquis said. Included in these resolutions was one for the licensing by this department of commercial shippers and dealers engaged in interstate shipments. Another resolution commended the department for its work in the foreign field, and another recommended close cooperation with Federal and State extension services in making the results of investigations of these institutions available to all the people.

The resolution endorsing the activities of the cooperative marketing department of the American Farm Bureau Federation failed of passage and following this, Walton Peteet tendered his resignation from the floor which was accepted. No successor has been appointed as yet.

The meeting was of particular significance to those interested in marketing because of the great amount of attention given to questions of cooperative marketing. The sentiment of the delegates seemed to be clearly in favor of a well-balanced program of organization for marketing, and of every agency joining in making present cooperative efforts effective without giving too much attention to the large national organization.

## 2. LIVE STEER AND DRESSED BEEF EXHIBIT MOST POPULAR DEPARTMENT DISPLAY.

Our live steer and dressed beef exhibit put on at the recent International Livestock Exposition at Chicago attracted a great deal of attention, those who attended the show report. The exhibit consisted of 8 steers representing 4 grades each of fat and feeder cattle and four 10-foot refrigerated snow cases containing 4 grades of dressed beef. The grades represented in each instance were common, medium, good and choice. One of the main objects of the exhibit was to develop the correlation between the live animal and the dressed meat resulting from its slaughter.

Crowds thronged around the exhibit from the opening to the closing day of the exhibit. Housewives, retail butchers, wholesale meat dealers, packers, commission men, speculators, livestock producers and feeders, students and educators all seemed greatly interested in the lessons which the exhibit taught. Even the Governor of Illinois and the Mayor of Chicago were attracted by the display.

A committee of department men appointed to study and determine the relative effectiveness of the various exhibits put on by the department, based on the public interest shown in the exhibit, gave the steer and beef demonstration first place.

### 3. HAVE YOU HEARD ABOUT THE HERD?

How many members of the bureau know about the Tarpleywick Experiment Farm? This is the farm near Madison, Wis., on which the Chief lived prior to coming to Washington and on which he was carrying on an experiment in intensity of culture.

The goal set for this eighty-acre farm is the production of 200,000 pounds of milk in one year with all of the regular work performed by one man. The production this year will reach about 175,000 pounds of milk, testing approximately 4 per cent butterfat.

The Tarpleywick herd has been competing during the year ending December 1, 1923, in a dairy cow competition operated under the supervision of the University of Wisconsin. This herd of 17 cows averaged about 400 pounds of fat per cow and better than 10,000 pounds of milk per cow. It stands at the head of the cow testing association of 27 herds in which it is competing. The Tarpleywick herd has 4 cows with a higher record than any other cow in the association. The cow that won first place produced 13,547 pounds of milk and 535 pounds of fat during the year. This winner, and most of the other cows in the herd, were raised on the farm while the Chief was operating it himself prior to coming to Washington and, naturally, he is rather proud of the showing the herd has made this year.

Rudolph Rudh, the partner and manager, commenced working on the Tarpleywick farm in the spring of 1912. During the many years he has worked on the farm, he spent the winters taking the short course in agriculture at the Agricultural College at Madison. Thus, the manager and the herd were brought up together and it is not surprising that they are getting results.

### 4. OUR EXHIBITS AT WISCONSIN EXPOSITION ATTRACT ATTENTION.

In point of exhibits and attendance, the Wisconsin Products Exposition held at Milwaukee, December 1-3, inclusive, was most successful, according to H. A. Arenz, our inspector at Milwaukee.

The department exhibit covered a space of about 15 by 65 feet. This display was attractively arranged, but poorly situated. However, it was easily found by those interested, and received a great deal of attention, Mr. Arenz reports.

Practically every industry in the State was represented, from the manufacture of paper, to knit apparel, automobiles, etc. There were also very good displays of the principal crops raised throughout the State, prizes being awarded for the best exhibits.

W. A. Schoenfeld, Assistant Chief, and Mr. Arenz visited the exposition on December 7, and in company with L. G. Foster, Deputy Commissioner of the Wisconsin Department of Markets, viewed the exhibits.

### 5. HALF DAY DECEMEER 24.

The staff of the bureau will be excused at one o'clock or after four hours service, December 24, according to an order signed by the President. No word has been received regarding the possibility of a half-holiday on December 31.



## 6. STATISTICIAN EXAMINATIONS ANNOUNCED.

Applications for the positions of Senior Agricultural Statistician, \$5,000-\$6,000 a year, and Agricultural Statistician, \$4,000-\$5,000 a year, will be received by the Civil Service Commission until the close of January.

The announcement covering these examinations, as well as one for Associate Agricultural Statistician, issued November 12, was recalled immediately and the prerequisite requirements changed, therefore no mention of the previous announcement was made in The B. A. E. News.

Duties of these positions are:

Senior Agricultural Statistician.--To initiate, plan, and assume full responsibility for major statistical investigations involving a thorough and extensive knowledge of statistical methods, agricultural statistics, and economics.

Agricultural Statistician.--To assume the responsibility for initiating, planning, and carrying out major statistical investigations with only general supervision or direction, with reference to the field work; also to conduct original research work requiring at its inception broad knowledge of agricultural statistics and economics.

Competitors will not be required to report for examination at any place, but will be rated on education, training, and experience, and on thesis or publications to be filed with application.

For either position, applicants must show (a) that they have been graduated from a college or university of recognized standing; and (b) that they have completed one year of graduate work in statistics or studies involving advanced statistical methods.

Additional requirements are:

Senior Agricultural Statistician.--Applicants must have had at least eight years of responsible experience in statistical work, such as acquired through teaching statistics in a college or university of recognized standing or in research work. Such experience must have involved advanced technical statistical methods.

Agricultural Statistician.--Applicants must have had at least six years of the experience prescribed for the position of senior agricultural statistician.

Additional information may be obtained from our Personnel Section or from the Civil Service Commission.

## 7. ADDITIONAL INFORMATION REQUIRED WHEN FORM A.E. 104 DEALS WITH RESIGNATIONS

When submitting form A.E.104, recommending the acceptance of a resignation or the termination of an appointment, it is requested that a statement be included indicating whether or not the employe is accountable for any property, and if so, who is assuming the accountability therefor; also indicating the amount of leave accrued, taken and due (both annual and sick) to the date of the termination of appointment.

## 8. SAVING ON MECHANICAL EQUIPMENT.

In a recent letter from Edward P. Lemott, head clerk of the joint branch office in Chicago, he states:

"Prior to May first the automatic feed was used on the mimeographs. Since that time I have dispensed with the automatic feed entirely and have been using the hand feed with the result that I find we can operate at a saving of \$200 a year and turn out better work. The saving on this account amounts to \$125, due to the fact that the automatic feed rollers are not needed, while \$75 will be saved on paper. I find there is more wastage of paper by using the automatic feed than when feeding by hand. We can also get the work out in better shape and less time."

9. IN CONGRESS:

- S. 741, by Senator Owen, to establish an interstate cooperative marketing system, \*\*\*\*\*.
- S. 965, by Senator McNary, to authorize the Secretary of Agriculture to establish approved trading rules and business practices for handlers and dealers in farm products, and to provide for a system of adjustment of disputes\*\*\*\*\*.
- S. 957, by Senator Harris to reduce the parcel post rates on farm products,\*\*\*\*.
- S. 1004, by Senator Lenroot, for conservation of food, fuel, and other commodities in Interstate Commerce.
- S. 1024, by Senator Capper to prevent deceit and unfair prices that result from the unrevealed presence of substitutes for virgin wool in woven fabrics, \*\*\*\*\*.
- H.R. 2313, by Mr. Williamson, to increase the import duty on certain grains.
- H.R. 3222, by Mr. Dickinson of Iowa, to authorize the Secretary of War to lease to Henry Ford the Nitrate plants at Muscle Shoals for production of fertilizers and other useful products.\*\*\*\*\*.
- H.R. 3235, by Mr. Browne of Wisconsin, to prohibit the sale of adulterated or deleterious butter\*\*\*\*\*.
- H.R. 3240, by Mr. Vestal, to regulate and control the manufacture, sale and use of weights and measuring devices used in trade or commerce.
- H.R. 3241, by Mr. Vestal, to establish the standard of weights and measures for wheat, corn and rye mill products,\*\*\*\*\*.

10. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending December 14 are:

American Wheat Growers Associated, Inc.

Proposed wheat legislation... Minneapolis [1923?]

Davol, Ralph.

Raw products of the world. Vol. I. Africa... Taunton, Mass.  
Davol Publishing Company. [1922]



International Apple Shippers' Association.

The story of national apple week, past and present, dedicated to the apple... Rochester, N. Y., International Apple Shippers' Association [1923]

Kansas State Board of Agriculture.

23d biennial report. 1921-1922. Topeka, 1923.

Brown, J. B. A successful country elevator. (p.47-50)

Grimes, W. E. Can a farmer acquire a farm out of his farm earnings, (p.39-46)

Meyer, Eugene, jr. Financing agriculture. (p.22-39)

Thorne, J. R. Cooperative farm insurance. (p.11-15)

Wallace, H. C. The farmer's wage compared with other wages. (p.50-53)

Wallace, H. C. Freight rates. (p.46-47)

Nelson, M. N.

Open price associations... Urbana, University of Illinois, 1923  
(University of Illinois studies in the social sciences. Vol. X. No. 2 June, 1922)

Phillips, C. L.

... Selected list of references on subjects relating to the grain trade in the United States and foreign countries... [Washington] 1923

La Semaine nationale du ble.

Le ble, production, industries de transformation commerce. Comptendu des travaux de la Semaine nationale du ble. Paris, 1923.

U. S. Dept. of Agriculture.

Report of the Secretary of Agriculture, 1923. Washington, Govt. Print. Off., 1923.

U. S. Congress.

Official congressional directory, 68th Cong., 1st sess., Dec. 1923.

Wallace, H. C.

The wheat situation; a report to the President... Washington, Govt.Print.Off., 1923.

#### BUREAU BREVITIES

11. TENTATIVE GRADES FOR CANNERY TOMATOES have been prepared by the Fruit and Vegetable Division and are being urged for adoption by producers and the trade. Trade organizations in conference with C. W. Hauck have endorsed the grades in principle.

Four grades are provided for: U. S. Grade No. 1, U. S. Grade No. 2, U. S. Grade No. 3, and U. S. Grade No. 4 which deals with culls.

Grades have now been recommended for 23 fruits and vegetables.

12. "THE FOREIGN TRADE OF THE UNITED STATES IN FRUITS, with Special Reference to Export Markets for American Apples" is the title of a paper prepared by C. L. Luedtke, Specialist in Foreign Marketing, and published in the report of the proceedings of the annual convention of the American Pomological Society held at Council Bluffs, Iowa, November 15-17. A copy of these proceedings has just been received by the Foreign Section of the Division of Statistical and Historical Research.

13. THE CONNECTICUT AGRICULTURAL COLLEGE at Storrs is represented at Washington this week by C. I. Hendrickson who is consulting with members of the Divisions of Farm Management and Land Economics, relative to a co-operative survey by these two divisions and the college.

14. A GROUP PHOTOGRAPH OF THE MARKET NEWS MEN attending the recent conference in Washington was taken last week in front of the Main Building of the department. Project leaders and others in the Washington office of the Fruit and Vegetable Division also appear in the photograph.

15. DEVELOPMENT AND PRESENT STATUS OF THE FARMER-CONTROLLED CREAMERY is discussed by R. H. Elsworth, of the Division of Agricultural Cooperation, in a mimeographed report of 3 pages. Copies of the report may be had by applying to Mr. Elsworth's division.

#### PERSONALS

J. Clyde Marquis returned to his desk last Saturday.

Dr. O. C. Stine and C. L. Luedtke were in Baltimore last Wednesday to consult with Mr. DeVault of the Maryland Agricultural College concerning a study of the marketing of Maryland wheat. They visited our Grain Supervisor's Office, the Chamber of Commerce, and the Customs House to observe the method of computing and reporting statistics of wheat prices and exports at Baltimore.

Nils A. Olsen, in charge of the Division of Agricultural Finance, is on leave for the rest of the year. He will visit Herscher, Ill., and Des Moines, Iowa, and will attend the sessions of the American Historical Association, to be held at Columbus, Ohio, December 27-29.

H. R. Tolley, in charge of the Division of Farm Management, is in Virginia conferring with members of the State college and experiment station and visiting counties in the southwestern part of the State for the purpose of determining the present organization and management of farms where beef cattle are kept.

C. A. Burmeister, Livestock, Meats and Wool Division, is with Mr. Tolley and is investigating the production and marketing of livestock in that section.

H. J. Besley, in charge of the Grain Division, was in Chicago December 4-6, conferring with officials at General Field Headquarters on matters pertaining to the work of Federal Grain Supervision.



B. W. Whitlock, in charge of Pacific Coast Headquarters of Federal Grain Supervision, sailed from San Francisco on December 16 aboard the President Madison for the Orient for a stay of several months. In the Empire of Japan and the commercial centers of China he will obtain official samples and information covering grain shipped from United States ports under certification of inspection. He will also study at first hand the methods of handling American grain in oriental markets upon discharge from the carriers.

J. E. Elstner, formerly in charge of the Peoria office of Federal Grain Supervision, spent several days in Washington last week while en route to New York City, his new official station.

J. H. Frazier, Grain Division Supervisor, New York City, was in Washington last Tuesday in connection with our grain work.

R. H. Black, in charge of grain cleaning investigations in the Central Northwest, who is located at Minneapolis, Minn., is spending several weeks in Washington in connection with the work of his project.

C. G. Franks, Chief Grain Inspector, Norfolk, Va., was a visitor last week.

R. D. Jennings, Division of Cost of Production, has returned from a week's stay in Chicago, where he was in attendance at the bureau exhibit at the International Live Stock Show.

R. H. Wilcox, in charge of the Division of Cost of Production, has returned from New Jersey where he was in consultation with C. R. Swinson, of the division, who is conducting an investigation in cooperation with the New Jersey State Agricultural College on the cost of producing and marketing peaches. Mr. Swinson will be in the field until the holidays.

Oscar Steanson of the Division of Cost of Production, is spending the month of December in Illinois inaugurating the field work in connection with a project on the cost of producing pork.

O. A. Juve and R. S. Washburn, Division of Cost of Production, have been temporarily assigned to the U. S. Tariff Commission to assist in collecting data on the cost of producing wheat.

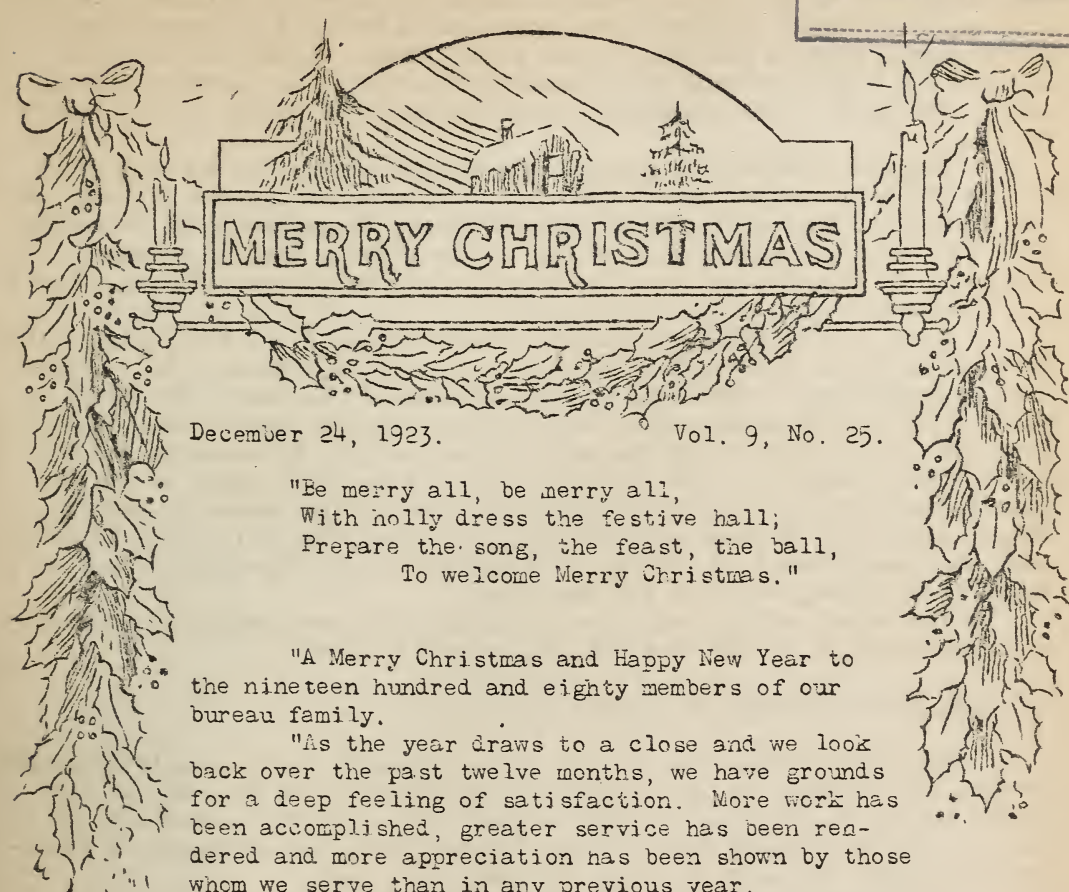
I. W. Pew, in charge of the North Portland Livestock, Meats, and Wool office, who was summoned to Washington last week to testify as a witness in the Federal Court, left for North Portland, December 14.

Charles Bruce, for a number of years in charge of the Omaha Livestock, Meats and Wool office, has been transferred to Los Angeles, where he assumed charge of the Livestock office at that point, effective December 15. W. W. Wofford, who was in charge of the Los Angeles livestock market reporting service, has been assigned to the Chicago Livestock office. These changes are temporary, and are made in connection with the livestock standardization program being carried out in the range and western States.

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UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

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MERRY CHRISTMAS

December 24, 1923.

Vol. 9, No. 25.

"Be merry all, be merry all,  
With holly dress the festive hall;  
Prepare the song, the feast, the ball,  
To welcome Merry Christmas."

"A Merry Christmas and Happy New Year to the nineteen hundred and eighty members of our bureau family.

"As the year draws to a close and we look back over the past twelve months, we have grounds for a deep feeling of satisfaction. More work has been accomplished, greater service has been rendered and more appreciation has been shown by those whom we serve than in any previous year.

"I wish to take this opportunity to thank every member of the staff for his or her faithful and intelligent cooperation in making the bureau more and more useful to American farmers and to all American citizens. With the year's accomplishment to our credit, let us count not ourselves to have attained; but, forgetting the things which are behind, and reaching forth to the things which are before, let us press on toward the goal unto the prize of the high calling of those who serve mankind."

*Henry C. Taylor*



## 1. CONFERENCE ON COTTON CROP REPORTING METHODS HELD.

An Advisory Committee on Cotton Crop Reports representing planters, cotton exchanges, associations of producers, spinners, manufacturers, and the farm press of the cotton States, called by Secretary Wallace, met last Friday and Saturday to discuss the scope and methods of collecting and distributing reports relating to the cotton crop. During the two-days session the Crop Reporting Board presented in detail the present system and conferred with the committee concerning possible changes and improvements.

Secretary Wallace in opening the session urged that the committee inform itself thoroughly on the methods of crop reporting now followed and the safeguards that are used to prevent leaks. He particularly requested that the committee give consideration to the number, time of issuance, and character of reports, and to offer constructive criticisms and suggestions for improvement.

Those participating in the conference were: J. D. Eldridge, Little Rock, Ark.; W. A. Pierce, Weldon, N. C.; C. A. Cobb, Atlanta, Ga.; Thomas Hale representing the New York Cotton Exchange; F. M. Inman, President of the Atlanta Cotton Association; Tait Butler, Memphis, Tenn.; John D. Rogers, Navasota, Tex.; Col. George Gilmore, Athens, Ga.; R. C. Dickerson of the Texas Cotton Association; B. L. Moss, Soso, Miss.; N. F. Ayer of the National Association of Cotton Manufacturers; and Walter Colbert, Ardmore, Okla. Senator W. J. Harris of Georgia, Representative Otis Wingo of Arkansas, Representative J. E. Rankin of Mississippi, and Representative F. B. Swank of Oklahoma, met with the committee.

The report of the committee containing its recommendations had not been submitted up to the time this issue went to press.

## 2. MANY TO PARTICIPATE IN ECONOMIC MEETINGS.

Secretary Wallace will be among the speakers at the fourteenth annual meeting of the American Farm Economic Association to be held at the New Ebbitt Hotel, Washington, December 27-29. The Secretary's address, which is to be on "A National Agricultural Program," will be delivered on Thursday afternoon, December 27, at 2 o'clock.

Dr. Taylor is scheduled to read two papers at this meeting. On Thursday morning, his topic will be: "What should be the Content of a Marketing Course for Undergraduates?" On Thursday evening he will speak on "Agricultural Forecasts - Their Use and Value." F. A. Pearson will participate in the discussion to follow.

A. B. Genung and G. C. Haas will take part in the discussion Friday morning following the presentation of the paper on "The Effect of Business Upon Agriculture." R. H. Wilcox will speak on the use of detailed cost studies in improving farm organization in a community, at the Friday evening session. On Saturday morning, Dr. W. J. Spillman will address the meeting on "The Law of the Diminishing Increment in the Feeding of Cattle and Hogs."

The American Economic Association will hold its thirty-sixth annual meeting at the New Willard Hotel, Washington, December 27-29. Dr. Taylor will preside at the third session, Friday evening at 8 o'clock, when there



will be a joint meeting with the American Sociological Society. Louis G. Michael will speak on "The Outlook in the United States" at 10 a.m. Thursday, when the American Economic, the American Farm Economic and the American Statistical Associations will meet in joint session.

The American Statistical Association will meet at the same time, with headquarters at the New Willard. "Agricultural Forecasting" is the title of Dr. Taylor's paper, to be given Friday evening, December 28. Secretary Wallace is scheduled to preside at this session. F. A. Pearson, of this bureau, will speak on "Forecasting Agricultural Conditions from Industrial Conditions."

Dr. C. J. Galpin will take part in the program of the American Sociological Society, as already reported in The B.A.E. News.

The American Association for Labor Legislation will convene here at the same time - December 27.

### 3. EXECUTIVE COMMITTEE OF STATE OFFICIALS TO MEET HERE.

Dr. Taylor will meet with the other members of the executive committee of the National Association of State Marketing Officials at 11 a.m., Thursday, December 27, at the New Ebbitt Hotel, here.

In a communication from Porter R. Taylor, president of the association, he states that at this meeting the question of further action on legislation regarding the licensing of commission dealers should come up. The amount of material to be published in the proceedings of the last annual meeting will also be definitely decided at this conference.

### 4. LARGE COLLECTIONS MADE BY DOMESTIC WOOL SECTION.

Collections amounting to \$79,575.75 were made by the Domestic Wool Section during the year 1923 as against \$68,962.81 during the year 1922. These collections cover excess profits made by dealers on their 1918 wool transactions. Refunds totaling \$42,327.23 were made to wool growers out of the collections. The ascertained excess profits made by all dealers during 1918 were increased to the extent of \$19,136.88. The total excess profits made on the year's wool business now stands at \$1,489,606.61. One-half of this amount remains to be collected but such amount is due from only 69 dealers as compared with 930 dealers who paid the first half. It is evident that the outstanding cases comprise many of the dealers who owe the Government the largest amounts; and these dealers are requiring the Government to prove its claims through actual trials in the federal courts.

During the past year, five excess profits cases have been tried on the facts in various federal courts and five decisions have been rendered by federal judges upholding the right of the Government to collect this money. The department has been successful in every case thus far reached in the courts. Two cases are set for trial early in January and prospects are bright for reaching other cases both on demurrers and on trial early in the year. Prospects of further progress in the immediate future are much brighter just at this time than they have been for many months.

Collections have been sufficient during the past months to make it necessary to enlarge the clerical force from one to four. Funds in hand will provide distribution work for fully six months regardless of collections in the meantime.

##### 5. DECORATIVE ART AN AID TO AGRICULTURE.

Christmas decorations are prevalent in the bureau and lend a festive air, but they are not needed here as much as in many offices, for our rooms do not have the shorn appearance common to many business offices.

Dr. Galpin, for instance, exemplifies in his office what he teaches throughout the country- that rural life does lend itself to the treatment of art. A piece of French tapestry on his walls presents a country scene that combines the meadow, the stream, the farm animals, the farm family, in one harmonious whole.

Even more interesting is the series of photographs, occupying another wall, of the Albrecht Daniel Thaeer statue in Berlin, Germany. The four sides of the pedestal of this statue are represented as well as the statue itself. They tell the story in striking bas relief of Thaeer's efforts to improve agriculture and rural conditions, of the indifference of his countrymen at first and of their later homage, when at last they pay him tribute beyond that paid to war and navy and other forces of destruction. To illustrate the place Thaeer had in the hearts of his people, the following incident is told of him. Coming home one evening, he said to Frau Thaeer: "I saw the king passing through the wool market today and no one paid any attention to him, but when I came near the wool market, the crowd surrounded me. I am the king of the wool market."

Dr. Taylor's office, as previously reported in The B.A.E. News, is hung with the photographs of economists and those interested in economic work, from an early date to the present, both in this country and abroad. Colored window transparencies in this room suggest three large lines of agriculture, in that they depict a field of cotton filled with pickers, a rolling field of shocked corn, and a herd of dairy cattle at pasture.

Mr. Schoenfeld's two transparencies represent opposite extremes. One is a beautifully colored photograph of a lonely lake and mountain in the far Northwest, the mountain covered with snow and veiled with clouds. The other is a colored enlargement of Winter's picture representing Distribution, wherein giant figures toil in the city maelstrom of wharves, railroads, trucks and drays.

Mr. Marquis has a personally conducted bulletin and picture board in his office on which are displayed all of the latest pictures, clippings and exhibits relating to the bureau's work.

Throughout the bureau, large photographs, both natural and colored, transparencies, specially-prepared maps and other devices, serve the double purpose of keeping before the eye the objects of our service and of relieving the usual blankness of the business office.

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"With modest satisfaction and with no vain regrets we may bid the old year farewell." Wells A. Sherman, in DIVISION LETTER for December 20.



## 6. PHOTOGRAPHIC REQUISITIONS NOT TO BE PREPARED IN DUPLICATE.

Requisitions for Photographic Work, Form BAE-74, need not be prepared in duplicate in the future. After examination of the distribution of the cost of photographic work as kept by H. C. Wilcox, there seems to be no necessity for the requisitioning office keeping a copy of Form 74 for future checking, C. W. Kitchen states. Hereafter the form will not be printed in duplicate, and when making requisition for work, only one copy need be prepared. If a requisitioner desires detailed information regarding the statements of cost issued monthly by Mr. Wilcox, the originals of Form 74 are available in his office for a detailed check of the statement if there appears to be any need for such a check. The elimination of the duplicate will simplify the work in Mr. Wilcox's office, effect a saving in the cost of the forms, and avoid confusion on account of lost duplicate copies of the form.

## 7. COOPERATIVE ARRANGEMENTS FOR MARKET NEWS MADE IN TEXAS.

Tentative arrangements for handling our market reports on cabbage and spinach for the Lower Rio Grande Valley and other sections of Texas have been made by the bureau with J. Austen Hunter, of the Texas Radio Market News Service.

This bureau will pay for the services of a radio clerk to be stationed at Austin and we will furnish paper, stencils and ink. Mr. Hunter is arranging for the reception at Houston and San Benito of information to be broadcast from Austin. Further distribution of the market news will be made by press and telephone from these two receiving centers.

## 8. IN CONGRESS:

Congress adjourned Thursday, December 20 and will stand adjourned until Thursday, January 3.

The membership of the sub-committee of the Appropriation Committee of the House which will handle the agricultural appropriation is the same as it was last year i.e., Sydney Anderson of Minnesota, Chairman, Edward H. Wason of New Hampshire, Walter W. Magee of New York, James P. Buchanan of Texas and Gordon Lee of Georgia.

Bills introduced during past week:

- S. 1177, by Senator Sterling to increase the import duty on certain grains.
- S. 1183, by Senator Lodge to prohibit the transportation in interstate commerce of misbranded, misrepresented or falsely described articles.
- S. 1171, by Senator Owen authorizing the licensing and control of corporations engaged in storing of food products for interstate shipment.
- S. 1501, by Senator Harris authorizing the Department of Commerce to collect and publish additional cotton statistics and information. This provides for a world survey of cotton each year.
- H. J. Res. 94, by Mr. Hoch directing the Interstate Commerce Commission to reorganize the railroad freight rate structure.

# 9. IN THE LIBRARY:

Among the accessions to the Bureau Library for the week ending December 21 are:

Canada. Dept. of Labour.

12th.annual report on labour organization in Canada... 1922.  
Ottawa, F. A. Acland, 1923.

Gray, L. C.

...Relations of population growth and land supply to the future foreign trade policy of the United States. Paper read...at Williams-town, Mass., August 14, 1925. [Wash.] 1925.

International Labor Office, Geneva.

Wage changes in various countries 1914 to 1922. Geneva, 1923.  
(International Labour Office. Studies and reports. Series D - Wages and Hours. No.10)

Leake, P. D.

Depreciation and wasting assets and their treatment in computing annual profit and loss... 4th.ed. London, New York [etc.] Sir I. Pitman & Sons,Ltd.,1923.

Miller, E. S.

Observations on milling... 1st.ed. Chicago, National Miller [1923]

National Association of Cost Accountants.

Official publications.  
V.5, No.5. Fitch, S. G. H. Industrial accounting statistics and their interpretation. Nov.15, 1923.

National Industrial Conference Board.

The present railroad situation... New York City [1923] (Special report No. 23)

National Industrial Conference Board.

Wages, hours and employment in American manufacturing industries, July, 1914 - January, 1923, with supplemental data up to April, 1923. New York, National Industrial Conference Board [1923] (Research report No.59)

Scott-Maxwell, J. M.

Costing and price-fixing... London, New York [etc.] Sir I.Pitman & Sons,Ltd.,1923.

Stufflebeam, G. T.,ed.

The traffic dictionary: a compendium of domestic and foreign trade and shipping terms, phrases and abbreviations, with explanations and examples illustrative of their meaning and application... 2d. and rev.ed. New York [1923]



BUREAU BREVITIES

10. THE CHICAGO MEAT COUNCIL, at a meeting at Hotel La Salle, Chicago, December 10, unanimously adopted a resolution commending the live steer and meat exhibit of the department at the International Livestock Exposition, and pledged itself to support the department's future program.

11. CANADA recently sent two visitors to our Minneapolis Office of Grain Supervision. Prof. T. J. Harrison, of the Agronomy Department of the Manitoba Agricultural College, Winnipeg, and F. J. Birchard, Research Chemist for the Winnipeg Department of Trade and Commerce, were the callers. The former was interested in the general scope of the work being done and the latter discussed the character and quality of Canadian wheat as compared with United States grown wheat.

Laurel Duval, formerly with the bureau, and now Chief Grain Inspector at New York City, visited the Minneapolis Office on December 5. L. B. Zapoleon, Chief of the Division of Agricultural Products and Provisions, Tariff Commission, was another caller. Mr. Zapoleon is working on the tariff on wheat, and was very much interested in the amount of hard red winter wheat coming into Minneapolis.

12. "CAN FARMERS AFFORD MODERN INSTITUTIONS?" the paper presented by Dr. C. J. Galpin before the American Country Life Association Conference at St. Louis, November 9, is published in part in the November issue of The County Agent. The editor states: "Space limitations prevent us from publishing the complete paper \* \* \* Some of the information contained therein is of such interest to county agents that we are giving the outline of the paper to our readers."

13. SUMMARIES OF THE UNLOADS of 10 products at 13 markets for the past four years (1919-1922) have been mimeographed by the Fruit and Vegetable Division and copies are now available on request. There is a separate sheet for each of the following cities: Boston, Chicago, Cincinnati, Cleveland, Detroit, Kansas City, Minneapolis, New York, Philadelphia, Pittsburgh, St. Louis, St. Paul and Washington. Reports for 1923 will be issued as early as possible in 1924.

Other mimeographed summaries available are those covering the carlot shipments of about 50 leading products.

14. "THE BIG ARGUMENT FOR STANDARD CONTAINERS" is the title of a release issued under date of November 23 by the New York office of the Fruit and Vegetable Division. The release deals with New Jersey products received on the New York and Newark markets. Charts and tabulations cover the 32 different packages in which 55 separate fruits and vegetables have been found. The release was signed by O. D. Miller and S. W. Russell. The drawings were made by Mr. Russell and Mr. Steincouer, the latter formerly located in New York.

15. THE FRUIT AND VEGETABLE QUINT won all three games from the Crop Estimates girls in the Ladies League, last Monday. Information treated the Interdivision team to a like beating. Miss Bauman, of the Fruit and Vegetable team, rolled high game of 113.

PERSONALS

Lloyd S. Tenny, Assistant Chief, was in New York City last Friday. He visited the cotton office, which is unusually busy this month.

E. W. Baker, of the Chicago Livestock, Meats and Wool Office, who was in Fort Worth, Texas and Kansas City, Mo., last week, in the interest of the market reporting service, will stop off at Cameron, Mo., for Christmas. He will return to Chicago, December 26.

Mrs. Alice R. Stevens, of the Livestock, Meats and Wool Division in Washington, who has been out on sick leave, returned to duty December 20.

H. J. Besley left for Chicago Friday to confer with the grain officials of his division regarding the grain supervision work. He will return to Washington the latter part of this week.

During B. W. Whitlock's absence in the orient, A. F. Nelson, who has been in charge of the Portland, Ore., district office, will act in charge of Pacific Coast Headquarters and will be acting chairman of the Pacific Coast Board of Review. L. W. Granby has been designated as acting in charge of the Portland district office.

Miss Camilla M. Munk, stenographic reporter, who served in the former Bureau of Markets, first in Washington, then Chicago, Portland, Ore., and Chicago again, reporting hearings in connection with the enforcement of the grain standards Act, has recently transferred to the Grain Future Trading Administration. For the present, Miss Munk will remain in Chicago.

A. B. Sneyby, who has been employed by the Minnesota State Department of Agriculture working cooperatively with the Bureau of Agricultural Economics at St. Paul, was placed in charge of the St. Paul Livestock, Meats, and Wool office effective December 17. Don J. Slater, formerly in charge of the livestock reporting service at that point, has been transferred to the Washington office and will report on January 2 to take charge of the division's livestock grade standardization work.

James K. Wallace has been employed jointly by the Bureau of Agricultural Economics, Bureau of Animal Industry and Extension Service effective December 17. Mr. Wallace will serve in the capacity of livestock grade demonstrator in the extension service in California, Arizona, and Nevada.

John J. Doheny, in charge of the Boston Livestock, Meats, and Wool office, has been chosen by the Meat Council in Boston as the representative of the public in the council.

Miss Georgia B. Hazlett, Division of Agricultural Finance, who has been absent several weeks on account of illness, returned to duty last Saturday.

The editor is indebted to Edward A. Dacey, of the Drafting Section, for the artistic decoration of this issue of The B.A.E. News.



# THE B. A. E. NEWS.

ISSUED WEEKLY FOR THE STAFF OF THE BUREAU OF AGRICULTURAL ECONOMICS,  
UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.



Wishing One & All  
A Happy New Year

December 31, 1923.

Vol. 9, No. 26

GREETINGS FROM THE SECRETARY.

"December 22, 1923.

Dear Doctor Taylor:

I do not want to let 1923 come to an end without expressing my sincere appreciation of the fine spirit with which the work of the bureau has been carried forward during the year. I am justly proud of this Department and the splendid men and women who are responsible for the efficient service it renders. I hope you will accept for yourself and pass on to all of the members of the bureau my best wishes for a Merry Christmas and a Happy New Year.

Sincerely,

*Henry Wallace*

Dr. H. C. Taylor,

Chief, Bureau of Agricultural Economics."



Miss Trolinger  
Library,  
Dept. of Agr.  
4 J



## 1. ASSISTANT CHIEFS EXTEND GOOD WISHES.

A New Year's Greeting to each member of the bureau! May 1924 deal kindly with each of us and when the year has passed may we look back with satisfaction on the work that has been done.

There will be OPPORTUNITIES for all. Let us cultivate the habit of seeing and appreciating the opportunities that come in our daily tasks. Those who do will find joy in service all the year.

Lloyd S. Tenny,  
W. A. Schoenfeld,  
J. Clyde Marquis.

## 2. COTTON CROP REPORTING COMMITTEE SUBMITS RECOMMENDATIONS.

One of the outstanding recommendations of the Advisory Committee on Cotton Crop Reports, which met here December 21 and 22 at the invitation of the Secretary, related to the intention to plant releases. The committee favorably recommended the intention to plant schedule with the further suggestion that, if issued, it be made public not later than about March 15.

The committee also recommended: That the present cotton reports be increased to two per month; that the mid-month reports cover cotton conditions as of about the 10th of each month from July to November, inclusive; that the date of report and time of issuance be arranged to coincide with the dates of the ginners' reports; and that the present practice of issuing the report before the close of American exchanges be continued, but that the report be issued later than at present so that adequate time may be given to consideration of the additional crop data by the Crop Reporting Board.

Other recommendations included: An increase in the field force; appointment of three additional statisticians - one for the Southeast, one for the Southcentral and one for the Southwest - to be members of the Crop Reporting Board; further use of rural mail carriers in the work; maintenance of a separate list of cotton reporters; issuance of a definite schedule of the season's crop reports; collection of more foreign cotton production statistics; appointment by the Secretary of Agriculture of an Advisory Board composed of producers, manufacturers and representatives of the cotton trade, said committee or board to advise with the Crop Reporting Board as to scope and method of the work at such times as it may be called upon; and the taking of such steps as may be found necessary looking to the establishment of a more frequent and complete price reporting service on cotton seed.

### Service Commended:

The committee was thoroughly convinced that there is no possibility of a leak in cotton estimates. In commending the service the committee said:

"It is the sense of the committee that the Department of Agriculture be commended for the manner in which its Crop Reporting Work has been developed and is now being done. The committee feels that the production forecasts have been as accurate as could have been expected in view of the rapidly changing and unfavorable conditions that have prevailed since the extension of boll weevil infestation over practically the entire cotton belt.

"Needed increases in the number of reports and improvements in equipment and methods which will insure fuller information and greater accuracy in these reports can only come with more adequate funds for doing the work expected. It is felt that fuller cooperation from the manufacturers and producers and from the public generally should be given the Crop Reporting Service."

The committee members were:

J. D. Eldridge, Little Rock, Ark.  
Cotton Planter.

Geo. Gilmore, Sandersville, Ga.  
Cotton Planter.

W. A. Pierce, Weldon, N. C.  
Cotton Planter.

Thos. Hale, New York City,  
New York Cotton Exchange.

C. A. Cobb, Atlanta, Georgia,  
The Southern Ruralist.

Dr. Tait Butler, Memphis, Tenn.,  
The Progressive Farmer.

John D. Rogers, Navesota, Texas,  
Cotton Planter.

N. F. Ayer, Boston, Mass.,  
Nat'l. Assn. Cotton Mfgs.

F. M. Inman, Atlanta, Georgia.  
Pres. Atlantic Cotton Assn.

B. L. Moss, Soso, Mississippi.  
Cotton Planter.

R. C. Dickerson, Waco, Texas,  
Texas Cotton Assn.

Walter Colbert, Ardmore, Okla.  
Cotton Planter.

### 3. THE HARDING MEMORIAL.

Friends of the late President Harding have formed an association to erect at Marion, Ohio, a memorial to his memory. The association is desirous of affording every admirer of President Harding the opportunity to contribute to this memorial. No solicitation for funds will be made in the department, but R. M. Reese, Chief Clerk of the department, has been designated by Assistant Secretary Gore to receive and receipt for any voluntary contributions that members of the department may wish to make. Checks should be drawn to the Harding Memorial Association. Cash contributions may be handed to Mr. Reese or the chief clerks of bureaus, divisions and offices for transmission to the Chief Clerk of the department. All contributions, whether by check or cash, should be turned over to Mr. Reese in order that he may consolidate the returns and make one transmission to the association.

### 4. FARM AUTOMOBILES USED MAINLY FOR BUSINESS, SURVEY SHOWS.

Automobiles on farms are used mainly for business purposes with comparatively little use made of the machines for pleasure, a recent farm management survey showed. On 1371 farms surveyed, 923 farmers reported the ownership of 1,000 automobiles or trucks. The owners of the cars stated that from two-thirds to nine-tenths of the use of the machines was for farm business.

The touring car is the most popular type of automobile with these farmers as it can be used for all purposes, from hauling milk or feed to taking the children on Sunday picnics. Two-thirds or more of all machines reported were touring cars. Trucks come next in popularity. Roadsters, sedans and coupes were less frequently reported, totaling less than one-tenth of all machines used, it was determined.



## 5. EXAMINATION FOR EXPERIMENTAL BAKER ANNOUNCEMENT.

An open competitive examination for experimental baker will be held by the Civil Service Commission on February 6, 1924. The usual entrance salary will range from \$1,320 to \$3,520 a year, but persons unusually qualified by education or experience may be appointed at higher salaries not to exceed \$2,100 a year.

Duties will be to assist in conducting baking investigations and research work necessary for the determination of the baking qualities of wheat, rye, and other cereal grain flours.

Competitors will be rated on practical questions relating to the baking qualities of various flours; education; and experience. Under education and experience, applicants must show that they have completed eight grades of common school or equivalent education and that they have had at least two years' experience in practical baking and at least six months' experience in research baking.

## 6. PROPERTY INVENTORIES.

There will be some changes in the procedure of handling property inventories which the bureau regulations require to be taken on December 31 of each year. All field offices will report direct to the Property Auditor in the Section of Property and Supplies, but not on Form EM-71 as hithertofore. Special mimeographed lists are being mailed to each field office for use in submitting the property return and the report should be made promptly at the first of the new year according to instructions which are included with the forms being sent. Inventories of the Washington offices will be taken in person by the Property Auditor at an early date.

## 7. IN CONGRESS:

Bills introduced:

- S. 1583, by Senator Shields to extend the telegraphic market news service of the Department of Agriculture to the following States: Virginia, North Carolina, South Carolina, Georgia, Alabama, Tennessee, Mississippi, Louisiana, and Florida.
- S. 1597, by Senator Norbeck to provide for an emergency commission to promote a permanent system of self-supporting agriculture in regions adversely affected by the stimulation of wheat production during the war, and aggravated by many years of small yields and high-production costs of wheat. A similar bill, H.R. 4159, was introduced in the House by Mr. Burtress.
- H.Res. 78, by Mr. Lehlbach calling upon the Personnel Classification Board to transmit to the House of Representatives a complete copy of the minutes of said Board and other records. The Resolution was agreed to.
- H.R. 4085, by Mr. Vestal to fix standards for hampers, round-stave baskets, etc., for fruits and vegetables\*\*\*\*\*.
- H.R. 4129, by Mr. McKeown to amend the act establishing Farm Loan Bureau.



- H.R. 4130, by Mr. McKeown to provide a loan to pay delinquent interest due from any borrowing members of any national farm-loan association.
- H.R. 4141, by Mr. Reece to protect the public against unfair prices resulting from presence of substitutes for silk, wool and leather in clothing.
- H.R. 4149, by Mr. Swank to provide that the United States shall build warehouses \*\*\*\* for the storage of farm products not perishable, \*\*\*\*.
- H.R. 4153, by Mr. Taylor of Colorado to authorize and direct the acceptance of the offer of Henry Ford to purchase Muscle Shoals.

### 8. IN THE LIBRARY.

Among the accessions to the Bureau Library for the week ending December 23 are:

Barker, E. H.

Computing tables and mathematical formulas, arranged for the use of high schools and colleges... Boston, New York [etc.] Ginn and Company [c.1913]

Dunn, W. E.

Report on cotton industry in Peru... [Lima] 1923.

Forster, G. W.

The economic significance of farm prices.  
(In North Carolina agriculture and industry. Vol.I, No.5.  
November 15, 1923)

Ghosh, Jajneswar

A history of land tenure in England... Calcutta, Kar, Majumder & Company, 1922.

Ryle, W. T.

Bakery management... London, Maclaren & Sons, ltd. [19- ]

Simpson, J. L.

Prospective French wheat imports, crop year 1922-23.  
"Report of John L. Simpson of Food Research Institute.  
Stanford University, California, prepared November 7, 1922."

Smedes, H. R.

...Agricultural graphics: North Carolina and the United States, 1866-1922... Chapel Hill, N. C., The University of North Carolina press, 1923.

(North Carolina. University. University extension division. Extension bulletin, V.2, No.13)

U.S. Interstate Commerce Commission.

Statistics of railways in the United States. 35th annual report for the year ended December 31, 1921 together with abstracts of periodical reports 1921/22. Wash., Govt. Print. Off., 1923.

U. S. President. (Coolidge)

Annual message of the President of the United States to a joint session of the Senate and House of Representatives, December 6, 1923. Wash., Govt. Print. Off., 1923.

U. S. Shipping Board.

Seventh annual report 1922/23. Wash., Govt. Print. Off., 1923.

U. S. Treasury Dept. Internal Revenue.

Annual report of the Commissioner of Internal Revenue for the fiscal year ended June 30, 1923. Wash., Govt. Print. Off., 1923.

U.S. Bureau of Foreign and Domestic Commerce.

Miscellaneous series.

No. 119: Inland water transportation in the United States. 1923.

No. 121: International communications and the international telegraph convention (St. Petersburg, 1875, Lisbon, 1908) 1923.

U. S. Bureau of Foreign and Domestic Commerce.

Trade information bulletin.

No. 162. McQueen, C. A. Principal features of Chilean finances. November 26, 1923.

No. 163. Welden, E. A. Madagascar. December 3, 1923.

No. 164. Taylor, W. M. Foreign markets for paints and paint materials. December 3, 1923.

No. 165. Cremer, M. A. Market for prepared medicines in Brazil. December 3, 1923.

No. 166. Gillen, J. F. Ramie or china grass. December 3, 1923.

### PERSONALS

Many officials of the bureau were in almost constant attendance at the several economic meetings held in Washington last week. A number of members of the staff were on leave during the holidays, hence our ranks were thinned and affairs in general have been rather quiet in the Bieber and its sister buildings.

Visitors to the bureau last week included Dr. Erdman, formerly in charge of the Cost of Marketing Division and now with the University of California; W. F. Hedden, of the Port of New York Authority and a cooperator of this bureau; G. W. Forster, from North Carolina; Dr. R. J. McFall from Massachusetts; Dr. R. T. Ely from Wisconsin, J. I. Falconer from Ohio, Harry R. Tosdal from Harvard Bureau of Business Research, and Harrison Fuller of the United States Wheat Council.

H. W. Samson and E. W. Stillwell will attend the annual convention of the American Fruit and Vegetable Shippers' Association, at Chicago, January 5, 7, and 8. Mr. Samson will then go to Kansas City to attend the convention of the Western Fruit Jobbers' Association the next three days.



Arrangements looking toward further cooperation in the conduct of market news work by this bureau and the New York Department of Farms and Markets may be effected as a result of a conference to be held in New York City, January 4. It is expected that Dr. Taylor, J. Clyde Marquis, and Wells A. Sherman will go from Washington to participate in the conference, and C. L. Brown, of the Rochester office of the Fruit and Vegetable Division, and O. D. Miller of the New York office of that division, and possibly a representative of the Live Stock, Meats and Wool Division, will take part. B. A. Pyrke, Commissioner of Farms and Markets, and H. Deane Phillips, Director of the Bureau of Markets, will represent the State.

Possibilities of service in the rural field is a subject the New Jersey Town and Country Church Federation has asked Dr. C. J. Galpin to discuss at its third annual session to be held in Trenton, N. J., January 18. This meeting is to be held in conjunction with the program for "Agricultural Week."

R. P. Teele, Division of Land Economics, returned to Washington December 23 after an absence of two and a half months. Mr. Teele, cooperating with representatives of the Bureau of Soils and Bureau of Public Roads, made an agricultural and economic survey of proposed reclamation projects in Baker County, Ore.

H. S. Yohe, in charge of the Warehouse Division, spent the holidays at Johnstown, Pa. He is expected to return the first of the year.

A. L. Rush, Warehouse Division, was the victim of a recent automobile accident near Williams, Calif. Two of Mr. Rush's ribs were broken and his car was smashed.

Chris L. Christensen, who is doing graduate work at Harvard, and W. Mackenzie Stevens, who is taking his graduate studies at Northwestern, were called into Washington during the Christmas holidays to straighten out questions concerning the publication of their bulletins submitted before they left Washington, last fall.

Miss Mary G. Lacy, Librarian, is visiting at her home in Richmond, Va.

Miss Caroline B. Sherman, Editor, is spending the holiday week at Atlantic City.

L. W. Stephenson, Hay, Feed and Seed Division, will the first of the year visit Columbus, Ohio, Huntington and Charleston, W. Va., and Clifton Forge, Lynchburg, Petersburg and Richmond, Va., to investigate the present hay market situation at these points and to discuss with dealers the possible supply and demand and trend of the market. He will also investigate the character of the market information now being received by distributors and learn what kind of information is needed in addition to what they are now receiving.

C. E. Schultz, of the Los Angeles office of the Fruit and Vegetable Division, has gone to San Francisco to confer with the Manager of the Sun Maid Raisin Growers' Association and other grape interests concerning the possibility of their securing Federal advice next season in the distribution of the large crop of grapes.

R. M. Peterson will go to Florida this week to assist in the shipping-point inspection work in that State. R. M. Ferguson, of the Minneapolis staff, will report the Twin City markets during Mr. Peterson's absence.

Others who will assist in the Florida inspection work this season are: W. J. Bertush from Chicago; R. H. Lamb from Cincinnati; and J. D. Evers from Boston.

Charles F. Sarle, Agricultural Statistician for Iowa, stationed at Des Moines, will give a limited number of talks after January 10 to farmers in nearby counties, on the economic value of agricultural statistics to farmers, according to the Extension Bulletin of the State of Iowa.

Miss Maude Kuyk, of the Raleigh office of the Warehouse Division, spent her Christmas vacation in Washington.

Philip Ganse, of the Philadelphia Joint Branch Office, is enjoying a week's leave at his home in Washington.

Among those in the Livestock, Meats and Wool Division in Washington who were on leave Christmas week, were Miss Smith, Miss McCallister, Miss Heffner, Miss Kely, Mrs. Tippet, C. E. Gibbons, D. W. Willingmyre, George T. Willingmyre, L. B. Burk, C. A. Burmeister, and A. E. Graham.

Members of the Cost of Marketing Division who took the remnant of their annual leave last week included: Miss Christine R. Beard, Mrs. Catherine M. O'Neale, Frank R. Manning, Lawrence A. Adams, and John H. Lister.

Seven members of the Division of Land Economics spent the holidays out of town. A. S. Dalton went to Woodford, Va.; Miss Katherine Hicks, Canandaigua, N. Y.; Bernard O. Weitz, Brooklyn, N. Y.; Mrs. L. Zeitler, Norristown, Pa.; Miss Mamie I. Herb, Snyderstown, Pa.; Miss Edith F. Dansereau, Newark, N. J., and F. J. Marschner, Havana, Cuba. Others who took leave but spent the time in Washington were: Mrs. Minnie E. Davis, Mrs. Annie Kropp, Mrs. L. E. Blankenship, Miss Fannie E. Lamborn, Mrs. Giencora Eliason, Daniel Ready, Mrs. D. C. McCord, Mrs. Annie T. Chambers, and Mrs. S. H. Stein.

T. C. J. Baker, of the Fruit and Vegetable Division, was struck by an automobile December 21 and suffered a broken bone in one of his feet.

Wm. E. Lewis left Washington Friday for Louisiana, for the purpose of studying vegetable grades in that territory. This work will be done in conjunction with the extension service of the State Department of Agriculture.





